

# GRAIN DEALERS JOURNAL

## Selling Connects Supply With Demand

The big obvious need of this country today is psychological—the disposition to go ahead. We have here a vast ability to produce, and a vast ability to consume the products of industry. Potentially, Supply and Demand are pretty well matched. The main trouble is that people don't demand enough things to justify industry in doing its utmost to produce.

The result is that a great amount of energy is being spent in trying to get a lion's share of the existing demand, and not enough is spent in trying to create the demand so there will be enough to keep everybody busy supplying it.

This brings about a period of keen competition. It means that everybody must work harder and accept less in order to overcome the sales resistance of a curtailed demand.

Demand is largely a created thing. The actual needs of humanity are only a fraction of the general demand. It is always a simple matter to get along with less than one would

like to have. When the public gets a streak of economy it curtails the demand for everything that is produced.

Advertising is a prime mover in creating business. It rouses people out of lethargy, makes them want to live more fully, and to possess the means of living more comfortably and more enjoyably.

When sales are hard to get, then most people who have things for sale increase their efforts to sell. The harder they try to sell, the harder their competitors try to sell. But no amount of selling effort—in the usual sense of the word—can create demand; it can only take advantage of the demand that has been otherwise created.

Advertising and Selling ought to be considered as "fifty-fifty" in importance. Advertising creates the consumer demand. Selling connects this demand with the supply. Each needs the other to make its work complete.



*"Bread is the Best and Cheapest Food"*

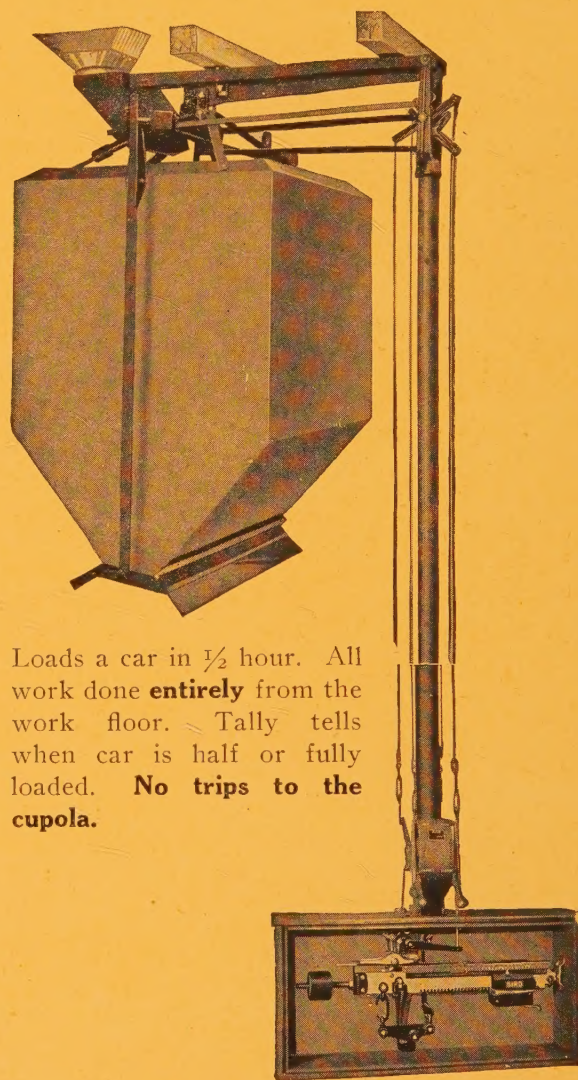
# BIRD SCALE

**Saves time and labor—and costs less**

1. If time saving means anything to you—
- 2.—if you want to do away with weight changing and frequent trips to the cupola,
- 3.—if you want every draft and every dribble **Accurately Weighed**, and automatically printed in triplicate,
- 4.—if you want these features at half the price of any automatic scale of the same hourly capacity — then you want a Bird Scale.



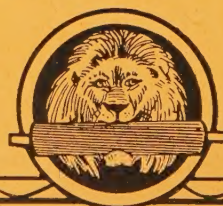
Write at once for the facts and the proof.



Loads a car in  $\frac{1}{2}$  hour. All work done **entirely** from the work floor. Tally tells when car is half or fully loaded. **No trips to the cupola.**

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**  
Minneapolis Minn. Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Early Grain & Elevator Co., wholesale grain.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

### BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

### BOSTON, MASS.

Chamber of Commerce Members.

Beusaquin, Matthew D., grain brokerage commission.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Anchor Grain Co., Inc., grain and feed.  
Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKillem, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Beymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Townsend Ward Co., The, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, receivers and shippers.\*

### CHATTANOOGA, TENN.

Chattanooga Feed Co., mfrs. feed; shprs. gr., hay, feed.

### CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rumsey & Co., grain commission.\*  
Sawyers Grain Co., consignments.\*

\*Member Grain Dealers National Association.

### CHICAGO, ILL. (Continued).

Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Udike Grain Co., consignments.\*

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*

### CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, receivers & shprs.\*  
Shepard, Clark & Co., grain merchants.\*

### COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

### DENVER, COLO.

Grain Exchange Members.

A&Y & Crowe Merc. Co., The, grain and hay.\*  
Donley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills Co., The, merchant millers.\*  
Crowell Elevator Co., wholesale grain.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., O. M., receivers and shippers.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Moore-Lawless Grain Co., private wires to all markets.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

### DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevator & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

### DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain and hay.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*  
Swift Grain Co., consign or ask for bid.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., merchants—commission, consignments.  
Transit Grain & Com. Co., consignments, brokerage.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Koehler-Twidale Elevator Co., grain dealers.\*

### HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., gr.

### HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.  
Rothschild Co., S., grain, c/s products, rice b/p.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Central Grain & Laboratories Co., The, buyers for mills.

### INDIANAPOLIS, IND.

Board of Trade Members.

Anderson & Weirick, gr. commission & consignments.\*  
Bingham Grain Co., The, receivers & shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.  
Hart-Maibucher Co., grain merchants.\*  
Hayward-Rich Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers & shippers.\*  
National Elevator Co., grain merchants & Comm.  
Menzie Grain & Bkg. Co., Carl D., grain merchants.\*  
Montgomery & Tompkins, receivers & shippers.  
Shotwell & Co., Chas. A., grain and scales.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANKAKEE, ILL.

Breckenridge Grain Co., grain dealers.

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.  
Denton Kuhn Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.  
Fuller Grain Co., consignments.\*  
Goffe & Carkner, grain commission.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
McCord-Logan Grain Co., commission merchants.\*  
Miller Grain Co., S. H., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Roehen Grain Co., E. E., consignments.\*  
Rocky Mt. Grain & Com. Co., consignments.\*  
Scouler Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.\*  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., Inc., receivers and shippers.\*  
Wilser Grain Co., consignments.\*

### LAWTON, OKLA.

Western Grain Co., hay, grain, seeds, mill pds.

### LINCOLN, NEBR.

Grain Exchange Members.

Lincoln Grain Co., grain merchants.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.

Farmer Co., E. L., brokers, grain & mill feed.  
Gordy Co., C. L., grain brok., hay, grain, millfeed.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co. grain and hay brokers.

### McKINNEY, TEXAS.

Reinhardt & Company, wheat, corn, oats, maize.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker & commission merchant.\*  
U. S. Feed Co., grain, hay, mill feed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Kamm Co., P. O., grain shippers.\*  
Milwaukee Grain Com. Co., recvs. grain and seed.

## MERIDIAN, MISS.

### Board of Trade Members.

Threefoot Bros. & Co., whsle. grain, feed, flr., gro.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Hiawatha Grain Co., grain merchants.\*  
Malmquist & Co., C. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., receivers and shippers, all grains.\*  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

## NEW ORLEANS, LA.

### Board of Trade Members.

Fox Co., C. B., exporters.\*

## NEW YORK CITY.

### Produce Exchange Members.

Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Therrien, A. F., broker.

## NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

## OKLAHOMA CITY, OKLA.

### Grain Exchange Members.

Jackson, Inc., Paul T., grain merchant.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Marshall Grain Co., grain, feed, seeds.\*  
Moore, George L., grain merchant.\*  
Okla. City M. & E. Co., grain merchants, millers.\*  
Perkins Grain Co., W. L., brokers.\*  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. E., commission merchants.\*  
Vandenburgh, Jesse, milling wheat.\*

## OMAHA, NEBR.

### Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.\*  
Crowell Elevator Co., receivers, shippers.\*  
Flanley Grain Co., receivers and shippers.\*  
Roberts Grain Co., Geo. A., grain merchants.\*

## OMAHA, NEBR. (Continued).

Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., commission and brokers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*

## PEORIA, ILL.

### Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Bowen Grain Co., S. D., receivers and shippers.\*  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., C. C., grain commission.\*  
Miles, P. B. & U. O., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Dunwoody Co., Ezl., flour, grain, feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Allen & Co., H. S., grain and hay.\*  
Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## ROANOKE, VA.

Albergotti Bros. & Co., grain, feed, hay, flour brokers.\*

## RICHMOND, VA.

### Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seed.\*  
Mayo Milling Co., millers, grain, feed seeds.\*  
Morris & Co., C. F., grain, feed, hay, flour brokers.\*  
Saginaw Milling Co., jobbers grain, hay, feed, beans.\*

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## ST. JOSEPH, MO.

### Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Button-Simmons Grain Co., grain commission.\*  
Gordon Grain Co., grain commission.\*

## SAN ANTONIO, TEXAS

King, Douglas W., wheat, corn-brok., Texas R. Oats.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Dreyer Commission Co., feedingstuffs, grain, seeds.\*  
Graham & Martin Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grain seed.\*  
Turner Grain Co., grain commission.\*  
Von Rump Grain Co., grain merchants.\*

## SIoux CITY, IOWA.

### Board of Trade Members.

Button Co., L. C., grain commission.\*  
Western Terminal Elevator Co., receivers and shippers.\*

## SUFFOLK, VA.

Tidewater Brokerage Co., brokers, distributors.

## SUPERIOR, NEBR.

Bossemeier Bros. Terminal Elevator.\*

## TOLEDO, OHIO.

### Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

### Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.\*  
Davis-Noland-Merrill Grain Co., exporters.\*  
Kansas Flour Mills Co., receivers and shippers.\*  
Raymond Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Gr. Co., exporters.\*  
Strong Trading Co., wholesale grain and feed.\*

## WICHITA FALLS, TEXAS.

Mytinger Mfg. & Grain Co., grain, feed, seeds.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.

\*Member Grain Dealers National Association.

# BILL PITTSBURGH!

Route part of your shipment this way and compare results. The Pittsburgh market stands up alongside the leading grain centers and is growing all the time. Every facility is at our disposal for prompt and efficient handling. We stop at no pains to deserve your confidence. Railway connections give Pittsburgh a decided advantage and the best grain experience makes the Pittsburgh Exchange thoroughly representative. We guarantee Quick Returns on every shipment, not only because of Pittsburgh's reputation for hustle, but because the demand is here. This section of the country is on the top-wave of industrial prosperity, and these members of the Grain Exchange are ready to share with you the benefit of good business.

Harper Grain Co.  
H. S. Allen & Co.  
Geo. E. Rogers & Co.

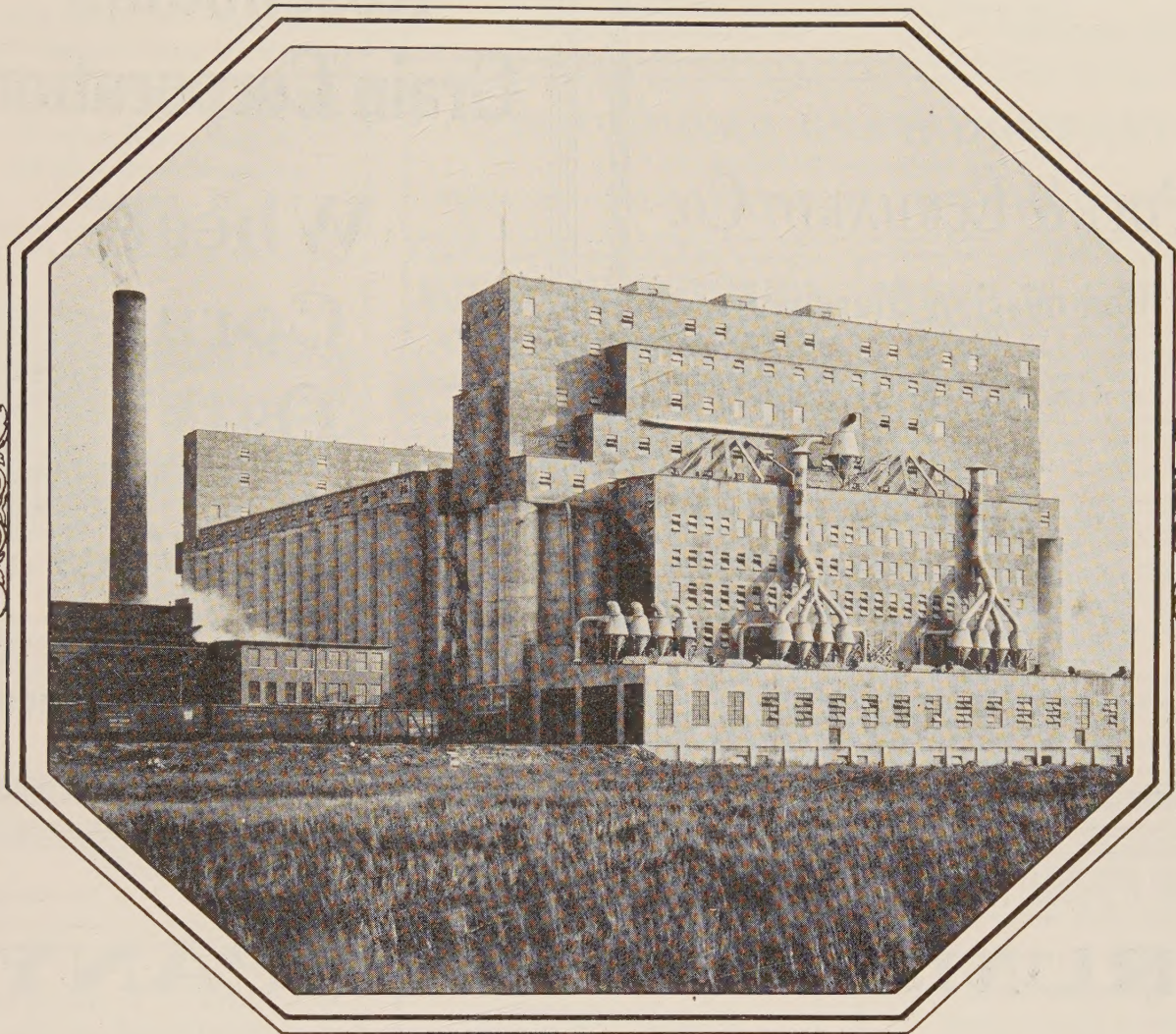
J. W. Smith & Co.

Samuel Walton Co.  
Jesse C. Stewart Co.  
R. S. McCague, Ltd.



# Armour Grain Company

208 South LaSalle Street, Chicago  
Grain Dealers



*Armour Elevator, Chicago*

Capacity, 10,000,000 Bushels

Loading Capacity to Boats, 1,250,000 Bushels Per Day

Unloading Capacity by Cars, 600,000 Bushels Per Day

*Manufacturers of*

Armour's Oats

Armour's Pancake Flour

Mapl Flake

Armour's Macaroni

Armour's Corn Flakes

Armour's Spaghetti

Armour's Noodles

WHOLE WHEAT—BRAN AND ALL

## Mapl-Flake

The **WHOLE** Wheat Food  
that keeps you "right"





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Members**CHICAGO**Board of Trade  
Members**POPE & ECKHARDT Co.**

Commission Merchants

**GRAIN & SEEDS**

111 W. Jackson Street

**CHICAGO**

*RESULTS COUNT: You want the best.  
We secure them for you—on your sales to arrive  
and on your consignments.*

**Rosenbaum  
Grain Corporation****Wheat  
Corn  
Oats***Private Wires***Cash****Futures**

H. A. Rumsey, Pres. &amp; Treas.

H. B. Godfrey, Secretary

J. H. Wheeler

A. G. Neidhardt

**RUMSEY & COMPANY**

Founded 1867  
By Israel P. Rumsey

**Commission Merchants****Board of Trade****Chicago**

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Pontiac, Ill.  
Jacksonville, Ill.

Des Moines, Ia.  
Sioux City, Ia.

Special Wire and Salesman Service

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OATS, RYE**

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Chicago Grain & Salvage Co.  
DEALERS IN  
**SALVAGE GRAIN**  
GRAIN, FEEDS, Etc.  
WRITE OR WIRE  
930 Postal Telegraph Bldg. CHICAGO

**E. W. BAILEY & CO.**  
Commission Merchants  
Receivers and Shippers of  
GRAIN, SEEDS, PROVISIONS  
72 Board of Trade, CHICAGO

WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY  
Especially Consignments  
GRAINS ALL WAYS  
**McKENNA & DICKEY**  
60 Board of Trade, Chicago



Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

### Rosenbaum Brothers

Grain Merchants

Board of Trade Chicago, Ill.

### J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS  
327 South La Salle Street CHICAGO, ILL.

### J. C. SHAFFER GRAIN CO.

Grain Merchants

111 W. Jackson Boulevard  
Chicago, Ill.

### THE UPDIKE GRAIN COMPANY

*"The Reliable Consignment House"*

CHICAGO OMAHA KANSAS CITY MILWAUKEE SIOUX CITY



SHIP US THAT NEXT CAR

### CARHART CODE HARWOOD CO.

Grain Commission

Board of Trade CHICAGO

### HITCH & CORDER

COMMISSION MERCHANTS

Members Chicago Board of Trade.  
Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.  
Tel. Wabash 6584

### NASH-WRIGHT GRAIN CO.

Telephone  
Harrison 2379

Commission Merchants

66A Board of Trade Building, CHICAGO

### Harris, Winthrop & Co.

15 Wall Street, New York  
The Rookery, Chicago

GRAIN COMMISSION

Members of Principal Exchanges

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Commission Merchants  
CHICAGO MILWAUKEE

Branch Offices  
Des Moines, Ia. Algon, Ia. Carroll, Ia.  
Sheldon, Ia. Fairmont, Minn.

CONSIGNMENTS  
SOLICITED

WE PLACE  
GRAIN TO ARRIVE

### JOHN E. BRENNAN & CO. GRAIN and SEEDS

COMMISSION MERCHANTS CHICAGO

Eugene Schifflin Pres. P. H. Schifflin, Jr. Treas. R. E. Andrews Sec.

### Philip H. Schifflin & Co.

(INC.)

GRAIN COMMISSION

515-518 Postal Telegraph Bldg.

Chicago

Branch Offices:

F. F. Munson Champaign, Illinois  
R. T. O'Neill Joliet, Illinois  
G. N. McReynolds Mason City, Iowa  
B. L. Nutting Spencer, Iowa

### GERSTENBERG & CO.

COMMISSION MERCHANTS

GRAIN and SEEDS

Barley a Specialty

Personal attention given  
Sample Orders

309 S. La Salle St. CHICAGO

Traveling Representatives:

Ray Gerstenberg Jack De Courcy

Branch Office:

FT. DODGE, IOWA A. J. MOORE, Mgr.

Duluth, Minn.—I must say I surely enjoy the Grain Dealers Journal.—Donald Mills.

## THE CORN EXCHANGE NATIONAL BANK of Chicago

Capital and Surplus Fifteen Million Dollars

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J. EDWARD MAASS, Vice-President  
NORMAN J. FORD, Vice-President  
JAMES G. WAKEFIELD, Vice-President  
EDWARD F. SCHOENECK, Cashier  
LEWIS E. GARY, Assistant Cashier  
JAMES A. WALKER, Assistant Cashier  
C. RAY PHILLIPS, Assistant Cashier  
FRANK F. SPIEGLER, Assistant Cashier  
WILLIAM E. WALKER, Assistant Cashier

### Directors

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CHAUNCEY B. BORLAND, Managing  
Borland Properties.  
EDWARD B. BUTLER, Chairman Board  
of Directors Butler Bros.  
BENJAMIN CARPENTER, President  
Geo. B. Carpenter & Co.  
CLYDE M. CARR, President Joseph  
T. Ryerson & Son.  
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Board Quaker Oats Co.  
ERNEST A. HAMILL, Chairman of  
the Board.

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Elgin National Watch Co.  
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President  
JOHN J. MITCHELL, President of the  
Illinois Merchants Trust Co.  
MARTIN A. RYERSON  
J. HARRY SELZ, President Selz, Schwab  
& Company  
ROBERT J. THORNE  
CHARLES H. WACKER, President  
Chicago Heights Land Assn.

Foreign Exchange—Letters of Credit—Cable Transfers

## Accounts of Grain Merchants Invited



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**HART-MAIBUCHER CO.****Grain Commission and Sales to Arrive**

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We Measure OUR Success by YOUR Satisfaction of OUR Service

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Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WRITE FOR QUOTATIONS**Cereal Grading Co.**  
**GRAIN MERCHANTS**We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.LIBERAL ADVANCES  
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MINNEAPOLIS**CARGILL COMMISSION COMPANY**

DULUTH MINNEAPOLIS MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

**SHIP TO CARGILL***"You can't do better; You might do worse."*CORN -- OATS -- BARLEY -- RYE  
For Prompt Shipment in any Quantity  
**The VAN DUSEN-  
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**NEW CORN**  
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33-35 BOARD OF TRADE, PEORIA, ILL.**H. D. BOWEN GRAIN CO.**  
Receivers and Shippers  
**CONSIGNMENTS**  
18 BOARD OF TRADE, PEORIA, ILL.**P. B.  
and  
C. C. Miles**Established - 1875  
Incorporated - 1910**Peoria, Illinois**Handling Grain on Commis-  
sion Our Specialty*A Kansas dealer, who advertised  
his elevator for sale in the Journal, at  
a stipulated price, received so many  
replies from prospective buyers he  
decided to keep it.***Turner-Hudnut Company**  
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42-47 Board of Trade**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising  
pages as well as our reading matter columns present real opportunities to alert  
readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



# DENVER

Grain shippers who are anxious to get the most from their grain will find it to their advantage to investigate the merits of the Denver market. After a thorough investigation it is a known fact that it will receive your shipments. Any of the Grain Exchange members listed below will be glad to give you any information you may desire. Better still—ship at least one car to any of them and be convinced.

**McCaul-Dinsmore Co.**

Grain—Wholesaler and Commission.

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Merchant Millers and Wholesale Grain.

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Wholesale Grain, Flour and Mill Feed.  
We operate 30 elevators in Eastern Colorado.

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Receivers and shippers of all kinds of grain.  
Offices now located at elevator, 19th and Navajo Sts.

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**Crowell Elevator Co.**

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**The Conley-Ross Grain Co.**

Wholesale Grain and Beans.

**Moore-Lawless Grain Co.**

Kansas City, Denver and Atchison.  
Private wires to all markets. Hedging orders solicited.

**Rocky Mountain Grain Co.**

Grain Merchants—Export and Domestic.

**Houlton Grain Company**

Wholesale Grain—Get in touch with us.

**The Ady & Crowe Mercantile Co.**

Grain, Hay, Beans.

Note: All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange, when dockage is not provided for in the contract.

Grain Exchange  
Members

## ST. JOSEPH

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**We Want Your  
Business**  
Ask for Our Prices

**The A. J. Elevator Company**  
ST. JOSEPH, MO.

**Hard and Soft Wheat  
Corn and Oats**  
Write, Wire or Phone Us

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

T. P. GORDON (*THE OLD RELIABLE*) President ST. JOSEPH, MO.

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BETTER SERVICE  
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Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

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Grain Receivers and Shippers  
BALTIMORE

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GRAIN—HAY—SEEDS  
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308-310 CHAMBER OF COMMERCE  
BALTIMORE

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Receivers & Exporters  
Baltimore Maryland

Established 1900

**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
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By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you help it to more efficient work in improving grain trade conditions.



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Members**KANSAS CITY**Board of Trade  
MembersHandling  
Consignments  
and Futures  
44 Years**B. C. Christopher & Co.**

KANSAS CITY, MO.

Buyers and  
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Maize, Mill Feed**Davis = Roland = Merrill Grain Co.**

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**Terminal Elevator**

Capacity 2,500,000 bushels

Actively in the market for grain for shipment to Kansas City or Galveston and New Orleans for export. Ask for our Bids.

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CONSIGNMENTS**

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"You'll Be Pleased"

**Moore-Lawless Grain Company**Consignments—Futures  
KANSAS CITY, MO.Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis,  
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Real Service on Consignments

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Operators 1,500,000 BU.

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**WHEAT . CORN  
OATS . BARLEY**  
CONSIGNMENTS  
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Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A.**Simonds-Shields-Lonsdale  
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Kansas City, Missouri**Have You  
Seed For Sale?****Do You Wish  
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Wanted" Department  
This NumberMerchants Exchange  
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"THE CONSIGNMENT HOUSE OF ST. LOUIS"

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Established 1877

**Langenberg Bros. Grain Co.**

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### JOHN WICKENHISER & CO. Wholesale Grain Dealers TOLEDO, OHIO

We make track bids and quote delivered prices,  
Solicit Consignments of Grain and Clover Seed,  
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Board of Trade

### Clover Seed

International Game, played in Toledo, Ohio.  
Providence does dealing, When "Seedy" favor

#### C. A. KING & CO.

Like Billy Sunday they deal in cash and futures.



There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE,

1887 **H. W. DEVORE & CO.** 1923  
TOLEDO - OHIO

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and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

Corn Exchange  
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We carry the following cipher codes in stock  
and can make prompt delivery.

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GRAIN DEALERS JOURNAL  
309 So. La Salle St. Chicago, Ill.

### A. W. HAROLD GRAIN BARLEY A Specialty

717 Chamber of Commerce

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### SHIP US YOUR CORN, OATS AND WHEAT

Regardless of its condition. We operate the Superior Elevator  
equipped with all modern machinery for handling grain.

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## CORN

Halliday Elevator Company  
GRAIN DEALERS  
CAIRO, ILL.

## OATS

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the interest of your  
market at heart,  
support it earnestly,  
help to advertise it  
thoroughly, and  
above all do not con-  
vey the impression  
that it is an indiffer-  
ent market by giv-  
ing it 30 cents worth  
of advertising.

### Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of  
any car number. Facing pages 11x15 $\frac{5}{8}$ " of heavy ledger paper are each  
ruled into five columns, those on the left-hand page being numbered 0, 1, 2,  
3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and  
9. Each column is ruled into three distinct divisions with the following sub-  
headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of  
the number entered; and the column heading the second or tens figure. So  
that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces  
for registering 13,200 cars. Price, \$2.00. Weight 1 $\frac{3}{4}$  lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for  
registering 21,600 cars. Price, \$3.00. Weight 2 $\frac{3}{4}$  lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

OUR advertisers are helping us to improve Grain Trade  
conditions. SHOW YOUR APPRECIATION, Mention G. D. J.



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510-511 Grain Exchange SIOUX CITY, IOWA

**General Grain and  
Commission Business**

USE US

**E. Stockham Grain Co.****CONSIGNMENTS**Every Car Gets Personal Service  
Omaha, Nebr.

WRITE US YOUR OFFERS

**CROWELL ELEVATOR COMPANY**

Receivers and Shippers

**GRAIN**Consignments Solicited  
OMAHA**Des Moines Elevator & Grain Co.**

Terminal Elevator Capacity 700,000 Bu.

We specialize in Oats and High Grade  
Corn, Oats sacked for Southern Trade.  
HUBBELL BLDG. DES MOINES, IOWA**MATTHEW D. BENZAQUIN****GRAIN AND FEED**

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DOMESTIC and EXPORT  
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Grain - Flour - Mill Feed

Delivered Philadelphia  
Either Export or Domestic  
The Bourse**E. I. BAILEY**

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Receiver and Shipper of

**Corn, Oats, Mill Feed**

Ask for Prices

Solicit inquiries for Natural and Kiln

Dried Corn, Country White Oats

**E. A. GRUBBS GRAIN CO.**

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**M. B. JONES & CO.**

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**CONSIGN****WHEAT - CORN - OATS**

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626-8 Murphy Building, Detroit, Mich.

"The top 'o the market to you"

**TAYLOR & PATTON CO.**

Terminal elevator capacity

250,000 bushels. Buyers and

shippers of Corn and Oats.

DES MOINES - IOWA

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Grain Brokers and

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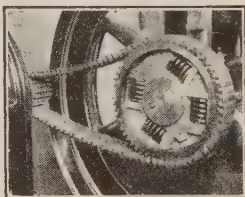
New York Chicago Baltimore

**SWIFT GRAIN CO.**

Consign or Ask Us for Bid

Murphy Building, Detroit, Michigan

Cates, Ind.—We would feel lost without the Journal, so enclosed find check for renewal.—S. J. Mettee, mgr. Cates Elevator Co.

Drive, Showing  
shock-absorbing  
sprocket.**No Static Here!**

American High Speed Chains minimize the hazard of grain dust explosions by eliminating static electricity. They run without initial tension and with practically no sliding contact.

Besides, American High Speed Chains transmit between 98 and 99% of the power applied, which means a big saving in operating costs.

Write for our new Catalog No. 102.  
It's chock-full of practical ideas on  
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**MORSE**  
**CHAIN DRIVES**

A Power Saver for Power Users

**MORSE CHAIN CO., Ithaca, N. Y.**High Speed Silent Running Flexible  
Gearing for Power Transmission

Address Nearest Office

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**Record of Cars Shipped**

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/2 x 12 inches, and contains 160 pages of ledger paper 20 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

**GRAIN DEALERS JOURNAL**

309 S. La Salle Street, CHICAGO, ILL.





## Do you know what is meant by the Aging Quality in Grain Belts?

The belt that does not dry out and develop ply separation will as a general rule give a long and entirely satisfactory term of service.

The friction compound which Goodrich uses to hold the plies of "Carigrain" and "Legrain" Belts as a unit has above all aging quality.

It is the same friction that Goodrich perfected and used in its development of better, stronger and longer-lived conveyor belts more

than 20 years ago, and was not adopted for Goodrich grain belts until the actual performance of Goodrich conveyor belts in other industrial fields, over a long period of time, had thoroughly demonstrated the aging quality of the friction.

Careful investigation of the wonderful qualities of these two belts may be the means of effecting material savings.

Let us figure with you.

THE B. F. GOODRICH RUBBER CO., Akron, Ohio

# Goodrich

## "Legrain" and "Carigrain" BELTS



# GEARS

**S**MOOTH running, correct in design, accurate and true to pitch, Caldwell gears are bound to please you. We make all types—machine-molded, cut tooth, mortise gears, worm gears etc. Caldwell promptness is traditional. It is at your service. Our stocks assure prompt shipment. Let us figure with you next time you are in the market.

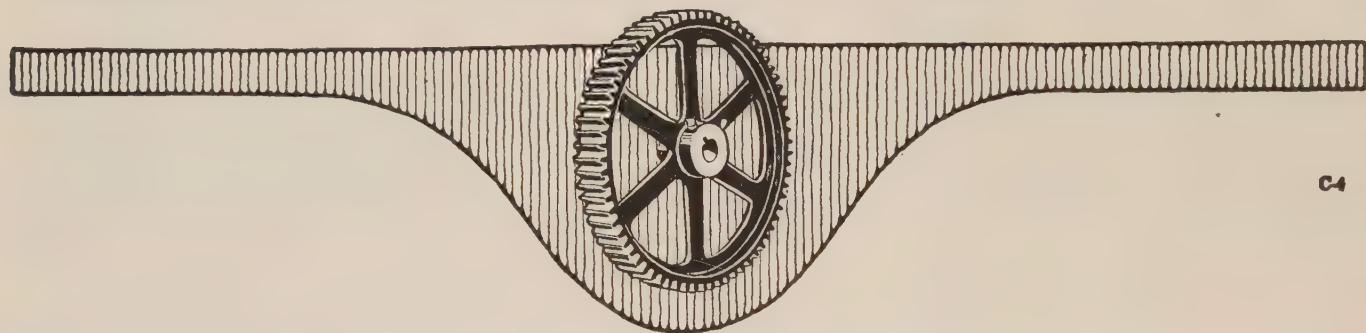
H. W. CALDWELL & SON CO. LINK-BELT COMPANY, OWNER

Chicago, 17th St. and Western Avenue

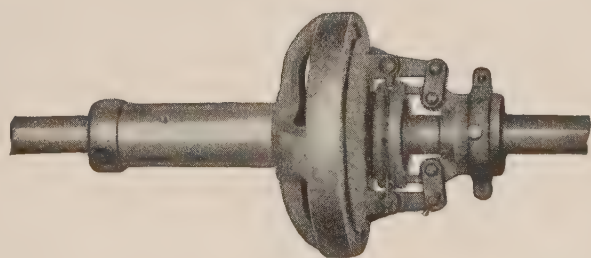
Dallas, Texas, 709 Main St.

New York, Woolworth Bldg.

# CALDWELL



C4



The Finest Elevator Clutch on the Market

## BEYL

One adjustment, quickly changed.  
No gears or toggles to bother with.  
Thermoid lined in place of wood.  
Ask your Insurance Company.  
Price covers clutch as shown with  
shifting lever complete.

We guarantee your full satisfaction.

### LINK BELT SUPPLY COMPANY

Minneapolis, Minn.

Sole Owners and Makers

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Grain Tables
Attrition Mill	Lightning Rods
Bag Closing Machine	Magnetic Separator
Bags and Burlap	Manlift
Bearings { Roller	Moisture Tester
{ Ball	Mustard Seed Separator
Belting	Oat Bleachers and Purifiers
Bin Thermometer	Oat Clipper
Boots	Oat Crusher
Buckets	Pneumatic Conveying Equipment
Car Liners	Portable Elevator
Car Loader	Power { Oil Engine
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Car Fuller	{ Motors
Car Seals	Power Shovel
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Drain Circulating Pump	Self-Contained Flour Mill
Dump	Separator
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Dust Protector	Siding-Roofing { Asbestos
Elevator Brushes	{ Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Speed Reduction Gears
Feed Mill	Storage Tanks
Fire Barrels	Spouting
Fire Extinguishers	Testing Apparatus
Friction Clutch	Transmission Machinery
Grain Driers	Transmission Rope
	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### Information Buro

Grain Dealers Journal, 309 So. La Salle St., Chicago



# Save Time, Health and Energy

BY USING A

## Barnard-Moline Safety Man-Lift



Many fires can be averted, and other necessary duties performed more quickly and conveniently by installing a Barnard-Moline Safety Man-Lift, which is especially designed for use in small flour mills, feed mills, grain elevators and warehouses.

Fire Insurance Companies endorse and recommend the installation of Man-Lifts and allow a proportionate reduction in rates where they are installed in grain elevators.

The Barnard-Moline Safety Man-Lift consists of a cab 28 x 30 inches by 7 feet 7 inches high, equipped complete with rope sheave, bump spring, wood guides, balance and counterbalance weights, also steel hoisting cable, hand and trailing ropes of proper length for height of cab travel.

It requires a space, approximately  $3\frac{1}{2} \times 5\frac{1}{2}$  feet on each floor, which allows sufficient room for getting on and off the cab. A space ten feet above level of top floor is required for clearance of sheave wheel on top of elevator shaft.

### EQUIPPED WITH DOUBLE SAFETY STOP DEVICE

Under the floor of the cab is a pair of adjustable brake clamps, the jaws of which embrace both sides of the wood guides, enabling the operator to stop the cab anywhere and lock it.

Attached to the top frame of cab is a pair of automatic safety catches, to one end of which the steel hoisting cable is secured. These safety catches operate on the guides and automatically stop the cab in case the hoisting cable should break.

### EASY TO OPERATE

To ascend, the operator, after balancing his own weight with the counterbalance weight, gets on cab, presses down on foot lever and gives the hand-rope a slight pull downward. When he has reached the required landing station he merely removes his foot from the foot lever, which applies the brakes, stops and positively locks the cab in this position until brakes are released by operator stepping on foot lever. To descend, pull hand-rope upward.

**WHEN WRITING FOR PRICES** give us the measurement from lowest to the highest floors between which you wish the Man-Lift to travel. Prices will be quoted on either steel or wood, as desired.

**We Manufacture Everything for the Elevator  
from Pit to Cupola**

*Let us quote on your requirements*

## Barnard & Leas Manufacturing Company

MILL BUILDERS AND MILL FURNISHERS

Established 1860

Moline, Illinois



## Elevator Owners and Managers:—

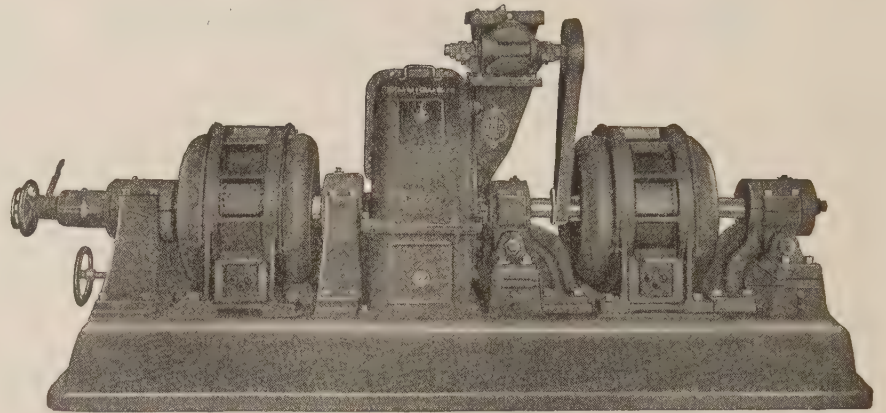
In your community your elevator is the natural market for the farmers' grain.

It should also become their natural source of obtaining feeds for their stock.

In your business relations with your farmer patrons—by giving them good service and fair prices for their grain—you have created a bond that should be further strengthened to mutual advantage. You will save your patrons money on feeds for their stock and you will be the means of giving them a chance of placing healthier and more finished cattle on the market. Your advantage is obtained through the excellent profits that are derived from grinding feed, and their advantage is obtained through lower feeding costs and through receiving better prices for their cattle.

Another advantage of grinding feed—in your favor—is in the fact that you eliminate the common slack season which has been the great source of worry to elevator owners and managers. Ground feeds are in great demand, not only by your farmer patrons but by all stock and poultry raisers in your community. You will secure this business and find it profitable through the installation of a **UNIQUE** Ball Bearing Attrition Mill.

# UNIQUE Ball Bearing Attrition Mill



Universally known as the mill that does **MORE** and **BETTER** grinding **CHEAPER**.

We have representatives in all parts of the country—probably very close to you—who will be glad to talk over the matter of proper feed grinding equipment with you. Write us for catalogs or any other information you wish in this regard.

## ROBINSON MFG. CO.

P. O. BOX 411 - - - MUNCY, PA.

CHICAGO OFFICE

516 F. C. AUSTIN BLDG., CHICAGO, ILL.

The **UNIQUE** Flour, Feed and Cereal Mill Builders

# The Bauer

**COSTS LESS PER HOUR**

## Attrition Mills

Ball Bearings  
Accessible Interior  
Safety Quick Release  
Self-Tramming

**SAVE Power Time Money**

**The Bauer Ball-Bearing Motor-Driven Attrition Mill  
Costs Less per Hour to Operate**

# The Bauer

**COSTS LESS PER HOUR**

**Send for catalog**

**The BAUER BROS. Co.**  
506 Bauer Bldg.  
SPRINGFIELD, OHIO

## The Standard Grain, Seed and Bean Cleaners

By nearly two decades of successful manufacturing have proven satisfactory in every installation.

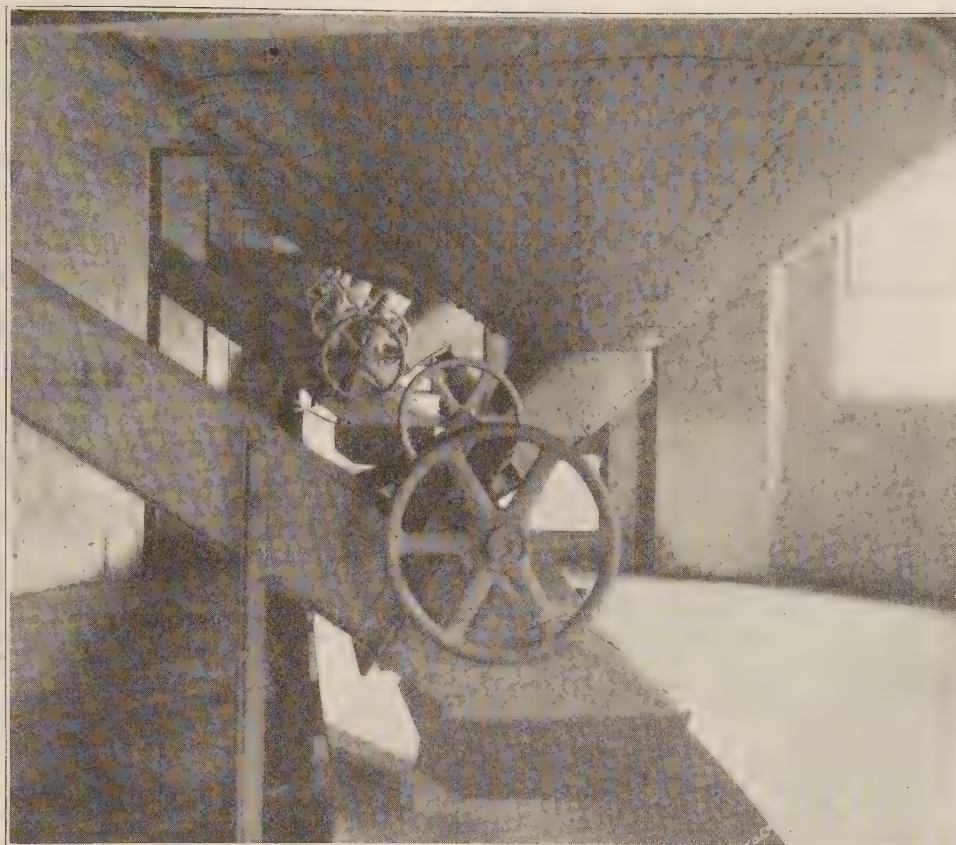
### Some Points of Merit:

Automatic Traveling Brushes under screens  
Standard Blast Control, a departure from the ordinary  
Force Feed Hopper  
Suction Fan Dust Collector  
Ring Oiler Bearings on Fan  
Counter Balanced Shoe  
Scalper Screen  
Very light running.

*Let us explain more fully by  
sending our catalog.*

**The Burch Plow Works Co.**  
Crestline, Ohio





## ARMCO DRAW HOPPERS

Conditions in conveyor tunnels below storage bins in most grain elevators are not the best. Seepage of water through foundation walls means alternate wetting and drying, which is conducive to a "rusting out" of ordinary hopper bottoms.

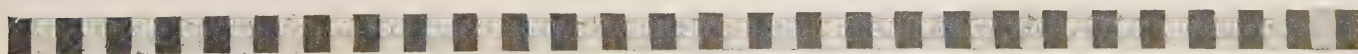
Just as Armco Ingot Iron is used in screw conveyors where sulphur treated grain is conveyed, just so responsible builders are turning to Armco Ingot Iron for draw hoppers. It means long life under trying conditions. From Thunder Bay to Galveston you'll find "Armco equipped" elevators built by the best builders.



The American Rolling Mill Co.

Middletown

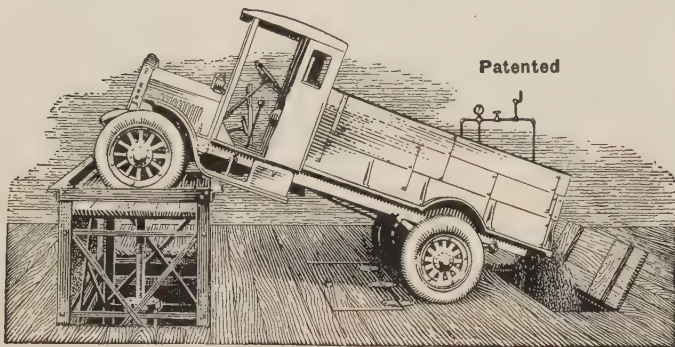
Ohio





# Kewanee

## All Steel Truck Lift



## Helps you get (and hold) business

Good truck dumping equipment is a real necessity for every well equipped elevator. Farmers won't waste time dumping their trucks and wagons in the old way. And they won't take chances with a high priced truck on a "rickety" dump.

The Kewanee Truck Lift is *all steel*—husky as a steel bridge. Anyone can tell merely by looking at it that it will dump the heaviest truck easily—and quickly. Incidentally it actually costs less (*installed*) than any other reliable device you can buy.

Notice the structural steel "safety-guard"—an exclusive Kewanee feature. The guard automatically rises and surrounds the wheels before the truck is raised. It can't be forgotten. It is really "fool-proof." Just another point of superiority which makes the Kewanee the truck lift by which all others are judged.

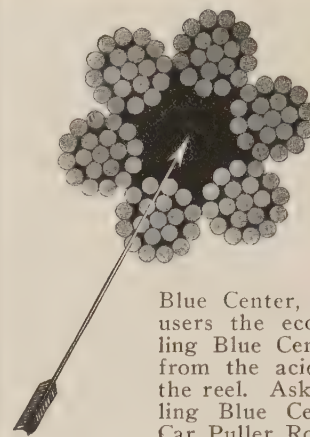
Sold and installed by most all good elevator contractors. If your contractor does not have blue prints and prices write us direct.

### Kewanee Implement Company

Kewanee, Illinois

Southwestern Distributors

Fairbanks, Morse & Co., Kansas City, Mo.



## Roebing Blue Center Steel Rope

Select the most severe conditions of service in the work of construction or of operation of grain elevators, adopt Roebing

Blue Center, and share with its many users the economy of its use. Roebing Blue Center is made in our Mills from the acid open hearth furnace to the reel. Ask for quotation on a Roebing Blue Center Special construction Car Puller Rope.

## Durable Wire Rope

Durable Wire Rope is made of steel wire strands, each strand served with selected marlin, for operations requiring protection of the hands of men, or protection from corrosion. Specify it for use on Power Grain Shovels, Grain Spouts and Jack Ropes.

## Durable Wire Rope Company

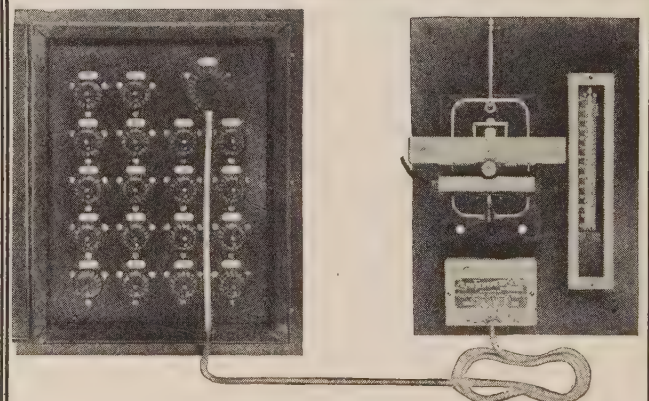
John A. Roebing's Sons Company

165 West Lake Street

Chicago, Illinois

Mills at Roebing and Trenton, New Jersey

*Roebing Wire Rope the standard for every purpose*



## The "ZELENY" Protects Your Grain

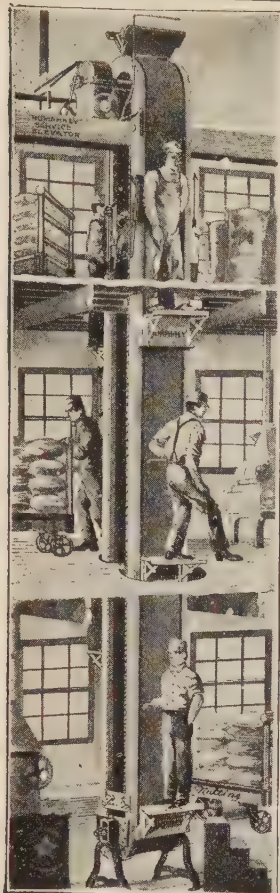
It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

**Western Fire Appliance Works**  
542 S. Dearborn St. CHICAGO

*A Few  
Zeleny  
Installations*  
Cargill Grain Co.  
Pillsbury Flour  
Mills  
Bartlett Frazier  
Co.  
Uddike Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
Public  
Elevators  
Maney Milling  
Co.  
Buckeye Cotton  
Oil Co.  
Red Star Milling  
Co.





# It's Always Ready!

*Put in the Elevator proved by the test of time in hundreds of mills*

THE Humphrey Elevator's wide reputation for smooth, perfect operation, economy and safety is the result of 32 years of elevator building and developing.

Every detail of its construction has been perfected. Note these features: Electric silent chain drive; driving mechanism a compact, self-contained unit running in oil bath; Humphrey Patented Automatic Safety Stop; quick and easy control; self operating.

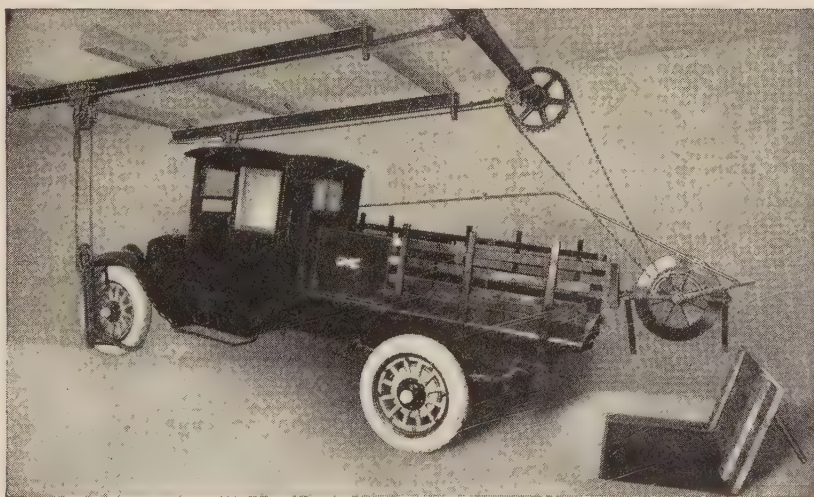
## Humphrey Elevator

Consult our Engineering Department. We can give you dependable advice and data on the actual saving that Humphreys are obtaining in plants of various sizes. Write today.

There is  
ONLY ONE  
GENUINE  
Humphrey  
Elevator

**Humphrey Elevator Company**  
1129 Division St. Faribault, Minn.

## THE McMILLIN WAGON AND TRUCK DUMP



The Dump for filling requirements under all conditions.

This dump is mechanically perfect, durable and substantial.

Easily and quickly operated.

It possesses features not contained in any other dump and does away with numerous objectionable features found in other styles of dumps which are used for this purpose.

A great number of elevator operators are in need of dumping devices for handling both the short wagon, long coupled wagon and trucks and on account of the construction of their driveway, some on account of having several sinks,—others on account of having wagon scales in driveway, and others on account of having small sinks, they have been unable to successfully install a device for this purpose.

In the McMillin Wagon and Truck dump such obstacles are no hindrance to their installation or operation as they can be placed in the driveway and will dump any length vehicle satisfactorily whether the sink be small or you have a number of sinks with several doors, or wagon scales in driveway. It will work in connection with a standard wagon dump if desired. All machines are shipped for using either hand or power for operation.

For efficiency, satisfaction and durability they have no equal.

The value of a wagon and truck dump should not be estimated by what it costs but by the satisfactory approval expressed by your customers, because it meets their needs fully in what it does and the way it does it;—in other words, it has the ability within itself to perform all its intended functions in a practical, efficient and economical manner.

All dumps shipped with a guarantee of satisfaction.

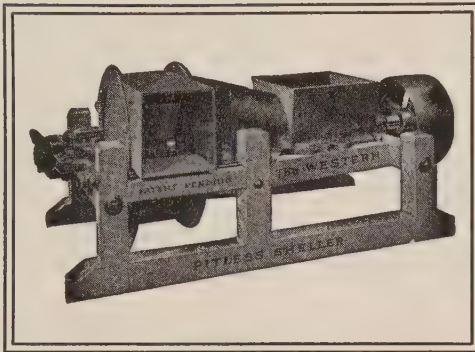
FOR FURTHER INFORMATION ADDRESS

**L. J. McMILLIN, 525 Board of Trade Building, INDIANAPOLIS, IND.**

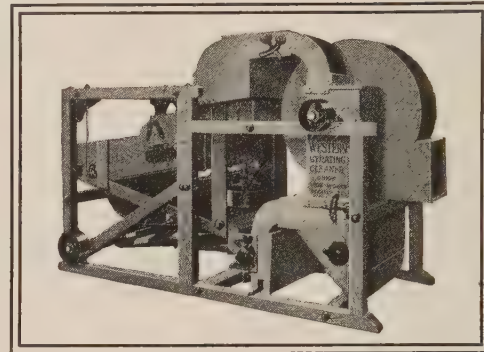


# **NO ADVANCE IN PRICES**

## **WESTERN LINE GRAIN ELEVATOR MACHINERY Shellers and Cleaners**

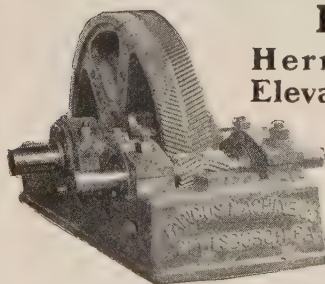


PITLESS SHELLER



GYRATING CLEANER

**UNION IRON WORKS - DECATUR, ILL.**



### **FAWCUS Herringbone Gear Elevator & Conveyor Drives**

Save 25% to 50% in maintenance and operating costs.

Gears enclosed in dust proof and oil tight cases with roller bearings.

*Efficient - Durable - Compact*

**FAWCUS MACHINE COMPANY**  
Pittsburgh, Penn.



### **The Atlas Car Mover**

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action      Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## **Clean and Load in One Operation**

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

### **The Combined Grain Cleaner and Pneumatic Car Loader**

It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.



Write for detailed information on this time and money saver.

**Mattoon Grain Conveyor Co., Mattoon, Illinois**



## Dust Collectors



alone do not prevent explosions in Elevators, but

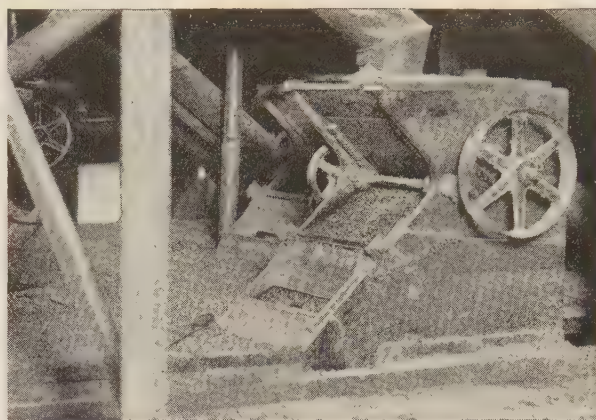
### DAY

Dust Collecting Systems do when properly installed.

## The Day Company

1006 Lyndale Avenue N.

Minneapolis, Minn.



**"... could not do without your magnetic separators"**

The Chas. H. Lilly Co.

THAT'S what the treasurer of this milling concern, Mr. W. H. Lilly, wrote. In his letter he says "We could do without any piece of machinery in the plant better than we could your magnetic separators."

This progressive milling firm knows the value of magnetic protection—knows that magnetic separators give freedom from grain dust explosions and fires. And they refuse to be without this protection.

Every milling plant and grain elevator is constantly running the danger of paying tramp iron's toll. A piece of iron or steel in the grain on the belt may cause a spark when it reaches the crusher—fire, explosion, destruction, death, may follow.

Are you interested in safeguarding your mill? Then write the Dings Magnetic Separator Co., 642 Smith St., Milwaukee, Wis.

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CINCINNATI: 605 Merchante Bank Building

**Dings**  
*High Intensity*  
**MAGNETIC SEPARATION**

## MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

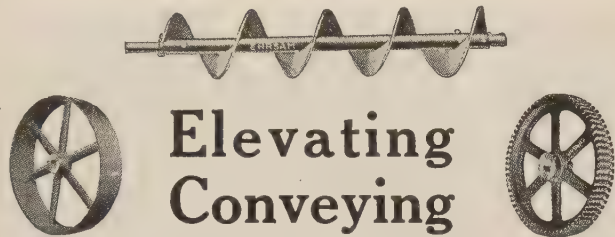
The Gutta Percha & Rubber-Mfg. Co.

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New York, Boston, Philadelphia, San Francisco Seattle





## Elevating Conveying

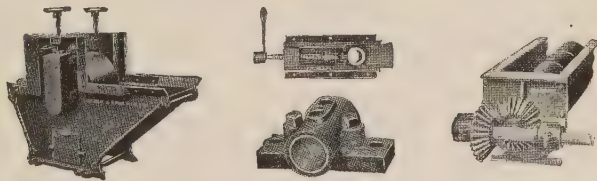
### Sheet Metal--Power Transmission

Machinery, because of the important part each plays in the operation of a grain elevator, should be the best obtainable. For many years we have specialized in the manufacture of the better class of grain elevator and flour machinery. No matter what equipment you may require, we can furnish it.

Located on three railroads, we are in position to make prompt shipment.

Send for our catalog No. 22 which describes, in detail, our very extensive line of grain elevator machinery.

**The J. B. Ehram & Sons Mfg. Co.**  
Enterprise, Kansas



A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

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## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

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## Eliminate Weevil

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### Liquefied Hydrocyanic Acid

Developed for the elimination of Moth and Weevil in mills, elevators and grain in storage.

Endorsed by

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## THE BUSY SEASON

of elevator building and repairing is here. Repairs are big items in the maintenance of machinery. Shrewd purchasers estimate and calculate them closely.

ECONOMY OF SPACE AND ECONOMY IN USE  
are important features.

### THE HALL SIGNALING DISTRIBUTOR

IS A SIMPLE, efficient, durable device which accomplishes ends none others reach, as a thousand testify.

## HALL SPECIAL

(Elevator Leg)



ONE HUNDRED PERCENT greater efficiency.  
FIFTY PERCENT longer life.  
A record the HALL SPECIAL is making every day where in use.  
Costs less to install, or to operate, or to maintain; and does DOUBLE the work of any other leg, of equal size.

**Hall Distributor Company, 222 Sunderland Building, Omaha, Nebr.**

10,000 SHIPPERS  
Are now using

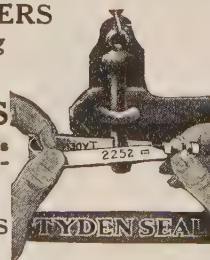
### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.



### CONE-SHAPE GRINDERS

**IT PAYS TO GRIND ALL GRAINS**

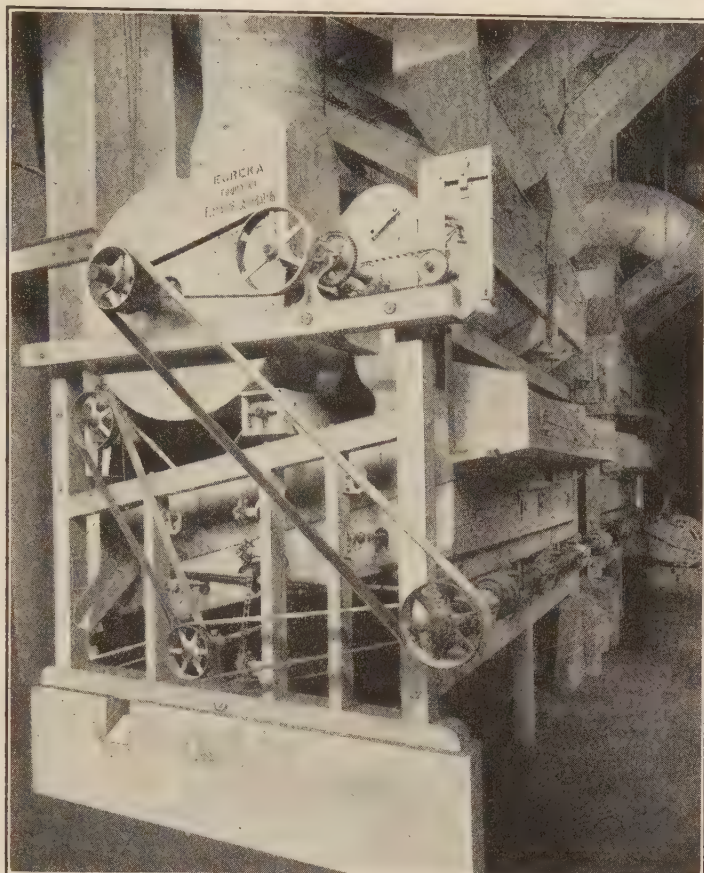
Look to the Grinders. They do the work! Bowshe's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I desire to express my appreciation of the long-lasting, trouble-proof B. Bowsher. Have used a No. 4 ten years & less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes: 2 to 25 H. P. Write for free catalogue

B. P. BOWSHER CO., SOUTH BEND, IND.





## The Norfolk Municipal Elevator

Reputed to be the

**Fastest Working House  
in America**

and the last word in elevator construction is equipped with

## Eureka Compound Cleaners

Thousands have inspected these (ball-bearing eccentrics) separators. Export wheat is being raised two grades by the "Eureka's."



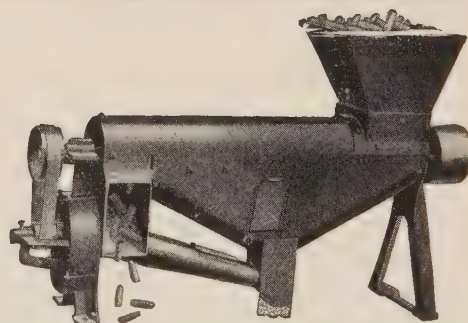
**S. HOWES CO., Inc.**  
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## Corrugated Sheets

We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago.

**The Sykes Company**  
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Style A Triumph Corn Sheller

## A GOOD SHELLER OF MODERATE CAPACITY

If you can use a Sheller that will properly shell 75 bushels of corn an hour; and if you want a good simple machine, you'll get just the sheller you ought to have in a Triumph.

Thousands of Triumph Shellers are at work in moderate sized mills and elevators both in this country and abroad, and every one of them is shelling corn properly and producing its share of profits.

We'll be glad to send you a copy of our new corn sheller circular. Just send us a postal or a letter asking for it.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio



## The Baltimore and Ohio Railroad Co.'s New Elevator in Baltimore will be Equipped with

8—No. 12 Invincible Receiving Separators

and

2—No. 10 Invincible Oat Clippers

The two other Railroad Export Elevators in Baltimore that are equipped with  
Invincible Cleaners are the Western Maryland and the Pennsylvania

*Abundant Testimony of the Service and Satisfac-  
tion Rendered by Invincible Machinery*

## Invincible Grain Cleaner Company

Silver Creek

New York

## In Grinding all kinds of Grain The Monarch Does Three Things:

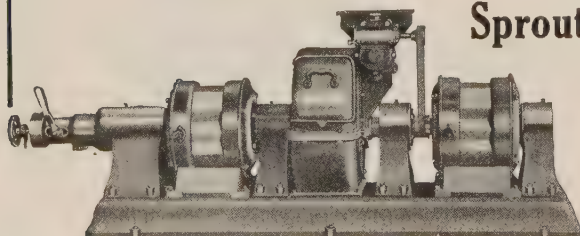
1. Produces uniform chop
2. Saves power
3. Gives steady service

These are the three reasons why you hear so many millers say "We have yet to see the equal of the Monarch Mill."

Monarch Mills give steady service because they are more simple in

construction than any other mill. There are no tramping devices on the Monarch—there is no need for any, for the simple reason that **the Monarch never gets out of tram.**

Whatever you have to grind the Monarch can do it for you at less cost—fewer shutdowns and less repair bills. Let us give you facts.

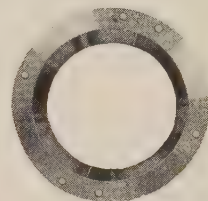


## Sprout, Waldron & Company

*"Builders of Monarch Mills"*

1202 Sherman Street  
Muncy, Pa.

Chicago Office: 9 South Clinton Street  
Kansas City Office: 308 New England Bldg.



The seal ring used on the Monarch works in conjunction with the steel blade-like dust collar prevents grain from passing through the mill without being ground. The Monarch Seal Ring is so constructed that all friction is eliminated and very little wear is possible. It can easily and quickly be adjusted at any time.

Write for our new Attrition Mill Catalog, which explains this and other features in detail.

## BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make car liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**THE KENNEDY CAR LINER & BAG CO.**

SHELBYVILLE, IND.

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## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

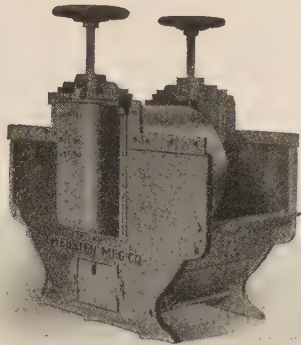
The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, \$2.75

**GRAIN DEALERS JOURNAL**

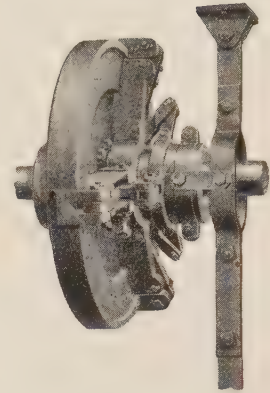
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Now is the time to make repairs or improvements in your grain handling equipment.

We design and manufacture buckets, boots, friction clutches, spouting and all accessories for the grain elevator.



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4500-4560 CORTLAND ST. CHICAGO

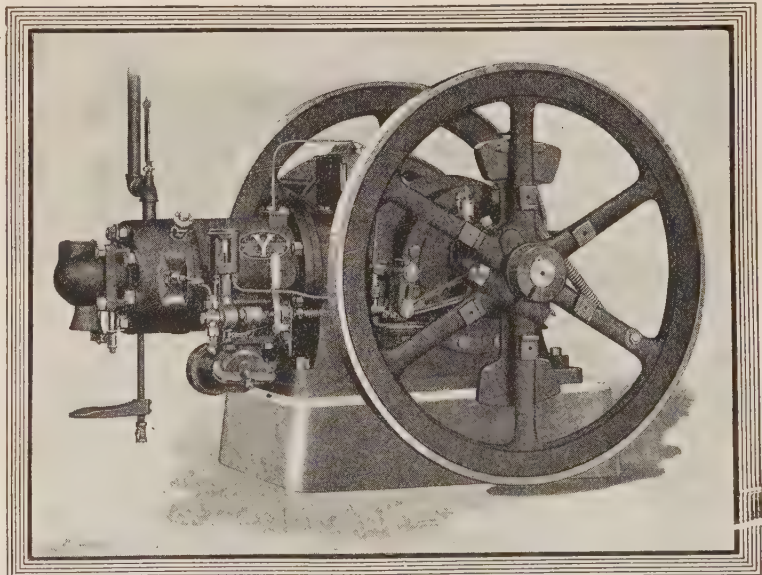
Factories-Tiffin, O. Michigan City, IND. and Chicago-Sales Offices in Principal Cities

## FAIRBANKS-MORSE "Y" OIL ENGINES

*Use Low Priced Fuel Oils for Grain Elevator Power!*

You want a power plant that has proven itself in your field. "Y" oil engines, 10 H. P. to 300 H. P. are furnishing constant, economical power to grain elevators in all parts of the country. It means saving in operating costs—satisfaction in knowing that you have all the power you need at any time.

"Y" oil engines use low priced fuel oils—start easily—run continuously with little attention—a highly skilled engineer is not required.



"Y" Oil Engines from 10 H. P. to 300 H. P. economically use low priced fuel oils.

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Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery



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*For Concrete or Wood*  
**Grain Elevators**  
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We can furnish and install  
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We make a specialty of Designing  
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**GRAIN ELEVATORS**

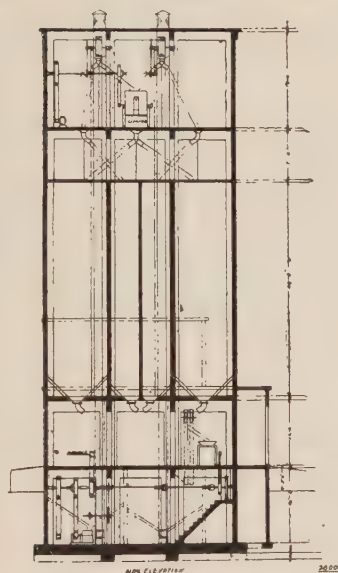


## GRAIN ELEVATOR BUILDERS

### Let The Star Engineering Company

design your new Elevator, or do your remodeling, and you will own a plant that is up-to-date in every particular. Our Engineering Department is at your service.

Write or Wire Us  
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The care and study put into the design and construction of each Reliance Elevator assures the greatest economy in operation. Design No. 1000, side elevation of which is shown above, is especially adapted to the needs of the dealer requiring not over 20,000 bu. capacity. Write for particulars.

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#### AT LAST!

Fireproof Elevators at Reasonable Prices  
April 1st, 1923

10,000 bu. capacity .....	\$ 8,000- 9,500
20,000 bu. capacity .....	9,300-10,800
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Equipment Included

Blueprints and specifications from existing plans \$35. Attractive prices on wood elevators. Special plans drawn to order. Above prices dependent on market variations and local conditions.

**The Acme Architectural Engineers**  
Millikin Bldg. Decatur, Ill.  
Successors to  
MILLER, HOLBROOK, WARREN & CO.

## This space is yours

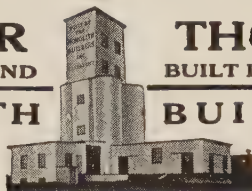
If you are the first to apply for it.

### BURRELL ENGINEERING & CONSTRUCTION CO.

DESIGNERS AND BUILDERS  
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509 Mutual Building



Kansas City, Missouri

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Designers and Builders—Grain Elevators, Mills and Warehouse  
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Flour Mill and Elevator Machinery  
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GRAIN ELEVATORS — FLOUR MILLS  
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For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

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### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of  
price; or on trial to responsible  
parties. Has automatic valve and  
fine sponge.

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Box 404 South Bend, Ind.



### GRAIN SCALE BOOK

Form 23 is an indexed receiving book which is a little better than the ordinary. Each man's loads are entered on his page and a 28-page index in the front enables you to locate any account immediately. Each page is ruled and has column headings as follows: L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; and Amount.

The book contains 252 pages and a 28-page index in front of the best grade heavy ledger paper, bound in heavy board with cloth sides and red keratol back and corners. Size of page is 10 1/4 x 15 1/2".

Below is a letter received from one user which testifies as to the serviceability of this book:

Farmers Grain & Supply Co., Ensign, Kansas  
Grain Dealers Journal, Chicago, Ill.

Feb. 19, 1921.

Gentlemen:—Please send us by parcel post one grain scale book form No. 23. This book is well made and stands up under the wear and tear of office routine.

Very truly, Farmers Grain & Supply Co.

(Signed) C. T. Jones, Mgr.

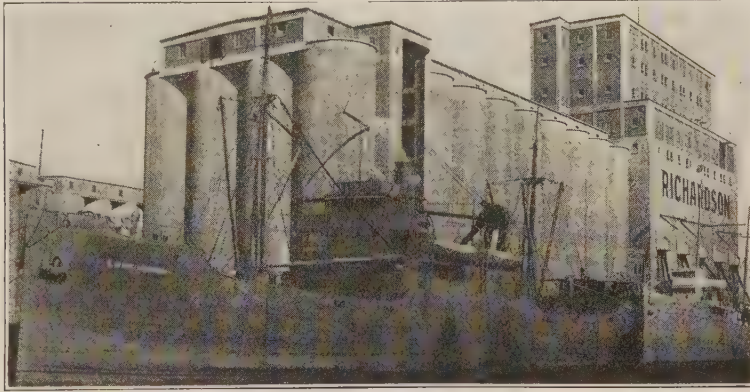
To obtain a copy of the best grain scale book printed, order Form 23. Weight 5 1/2 lbs. Price \$4.50.

**GRAIN DEALERS JOURNAL**

309 So. LaSalle St.

Chicago, Ill





## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

*Designers and Builders of GRAIN ELEVATORS*

Offices: Fort William, Ont., Duluth, Minn., Minneapolis, Minn.

# Monarch Built Elevators

assure you economical design, first class work,  
efficient operation and **SATISFACTION**

*Let us submit Designs and Prices*

## Monarch Engineering Company BUFFALO, NEW YORK



## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.

This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

## Folwell-Ahlskog Co.

Engineers and Constructors

Chicago, Illinois, U. S. A.



## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

## Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.*

*We have built for many of your friends—Eventually we will build for you.*

*Why not now?*

## James Stewart & Co., Inc.

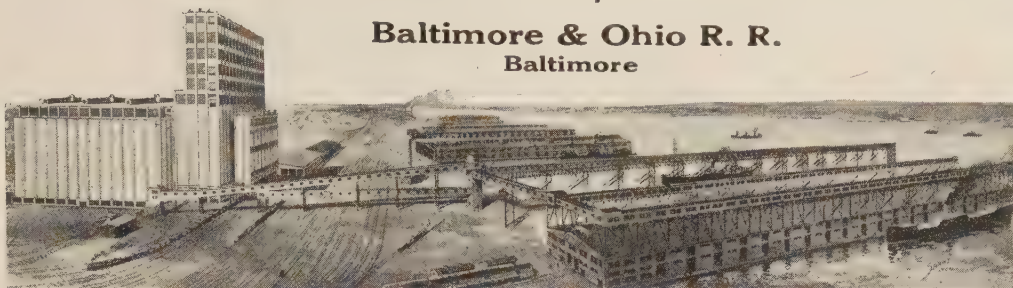
Designers and Builders  
**GRAIN ELEVATORS**  
In All Parts of the World

Grain Elevator Dept., W. B. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.



"A 1923 model that speaks for itself"

Baltimore & Ohio R. R.  
Baltimore



**John S. Metcalf Co.**  
Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street  
Montreal, Que.

also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

London, England

**FEGLES CONSTRUCTION COMPANY, Limited**

Engineers, Contractors

General Offices

Minneapolis and Fort William



We have the following plants under construction, all fireproof and of advanced design. The Best Is None Too Good for Owners Like These: State of New York, Brooklyn, 2,000,000 bu. elevator and shipping galleries (illustration). State of North Dakota, Grand Forks, 2,000,000 bu. elevator and 3,000 bbl. mill. Archer-Daniels Linseed Co., Buffalo, 1/2 million bu. elevator and a real marine tower. Pillsbury Flour Mills Co., Atchison, Kan. 1/2 million bu. elevator—Finest milling elevator in America. N. M. Paterson & Co., Ltd., Ft. William, Ont., 1/2 million bu. storage.

**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEB.

We build Modern Fireproof Grain Elevators  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
Let Us Know Your Requirements

**JAS. H. BROWN CO.**

R. J. Keehn, Supervising Engineer  
Minneapolis, Minn.  
Designers and Constructors  
Grain Elevators Flour Mills  
All Materials  
We Also Do Repair Work

**SEND US  
YOUR INQUIRY**

We have the most complete  
organization in the Northwest  
for the construction of

**GRAIN and COAL  
ELEVATORS**

**T. E. Ibberson Company**  
MINNEAPOLIS, MINN.

**A PARTNER**

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain trade's accepted medium for "wanted" and "for sale" ads.

**BOGGESS CONSTRUCTION CO.**  
29 Gebhardt Block DECATUR, ILL.

Builders of  
GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

Mattoon, Ill.—We wish to thank you for entering our subscription to the Grain Dealers Journal as we await every issue with keen interest.—R. G. Ernst, mgr. Corn Belt Grain Co.

**Folwell-Sinks Form Lifting**

**JACKS**

For Grain Elevator and Silo  
Construction

Manufactured and Sold by

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.



Patented

**John K. Thompson Company**

Engineers—Builders

Grain Elevators, Feed and Flour Mills  
Industrial Plants

We have associated with this organization men with practical operating experience as well as men with technical training and construction experience.

This insures economic and efficient design, resulting in low operating cost.

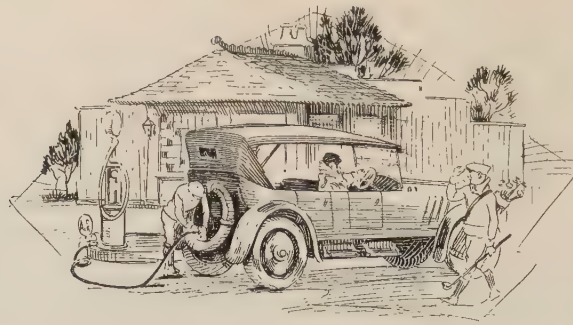
We will be pleased to furnish preliminary plans and estimates or to help out with operating difficulties.

2816 So. Michigan Ave.

Chicago, Ill.



*The use of genuine Westinghouse Renewal Parts is a guarantee that the original good operating qualities of your electrical equipment will be maintained.*



## CONSIDER THE "SPARE"

Anyone who has grown up through bicycle days to manhood and the ownership of a car, can patch a tire—but repairs on the road consume time and spoil the humor.

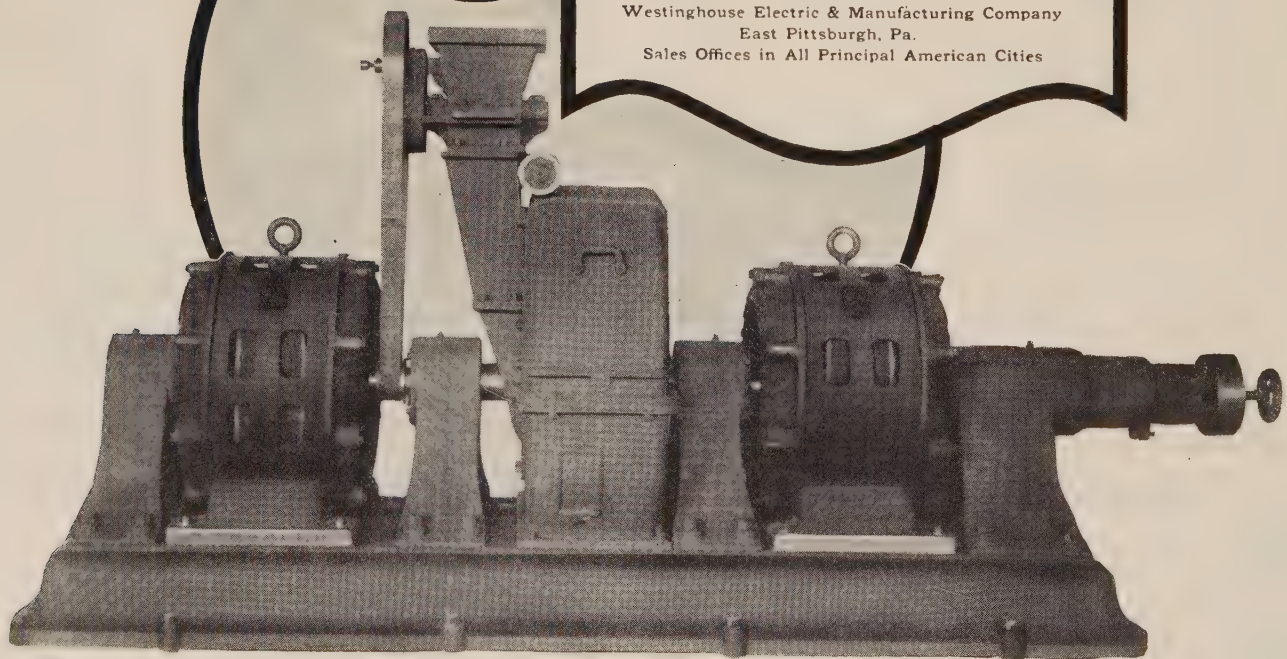
Hence, when we take that week-end trip, we "pump up" the spare.

That spare is

**OPERATING INSURANCE.**

Yet some men who would not be without the spare are taking greater chances every day right down in their own flour mills. It often takes a costly shutdown to teach the value of replacement parts as operating insurance.

Westinghouse Electric & Manufacturing Company  
East Pittsburgh, Pa.  
Sales Offices in All Principal American Cities



# Westinghouse



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion.

## ELEVATORS FOR SALE.

**WESTERN WISCONSIN**—Four grain elevators and coal sheds for sale. Worth the money. Address 50H18 Grain Dealers Journal, Chicago.

**INDIANA**—15,000 bu. cribbed elevator, iron clad, on private ground in southern county seat. Good grain, flour and feed business. Address 48C23, Grain Dealers Journal, Chicago.

**CENTRAL INDIANA** elevator for sale. 25,000 bus. capacity, 28 h.p. engine, on Pennsylvania lines. Must sell in order to settle estate. Address 50H21 Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—The elevator and coal sheds belonging to the Farmers' Co-op. Company at Eldorado, Nebr. For further particulars address E. M. Bengtson, Eldorado, Nebr.

**INDIANA**—15,000 bu. iron clad elevator on private ground. In heart of Indiana wheat belt. Must sell on account of bad health. Address Henry L. Humrichouser, Lauer Building, Plymouth, Indiana.

**OHIO** elevator for sale. In first class condition; in Paulding Co., Ohio; best corn section; with residence, in up to date town. Selling on account of sickness. Address 50H16 Grain Dealers Journal, Chicago, Ill.

**CENTRAL KANSAS**—6,500 bu. cap. elevator situated in good territory in Central Kansas. All local coal trade; feed, flour and field seeds. Price \$7000. Address 50E18, Grain Dealers Journal, Chicago, Ill.

**COLORADO**—Terminal elevator at Denver. Everything new and up to date. Owing to sickness will sell for about one-third of replacement cost. Terms to responsible party. You can't afford to pass this up. Address 50K21 Grain Dealers Journal, Chicago, Ill.

**INDIANA**—Elevator practically new near Indianapolis, doing good business in grain, coal, flour and feed. No competition and excellent territory. Price \$11,000. Five thousand dollars cash, balance easy terms. Address Reep & White, owners, 601 Board of Trade, Indianapolis, Ind.

**OHIO**—15,000-bu. ironclad elevator, located in best corn, wheat and oats section in central Ohio. Modern throughout, including Hess dryer and new attrition feed mill. Also does good sideline business. Part down and terms on balance. Address 50J21 Grain Dealers Journal, Chicago, Ill.

**S. W. OHIO**—Elevator and warehouse located in center of rich grain section in S. W. Ohio, on P. C. & St. L. R. R., handling grain, field seeds, wool and coal. Capacity, 10,000 bus. Books open to inspection, will show property a money maker. Reason for selling, owner wishes to retire from active business. Address 50H37 Grain Dealers Journal, Chicago, Ill.

## CENTRAL OHIO ELEVATORS AT PUBLIC AUCTION.

Receiver's Sale, Sat., June 9th, 1923, at 1 o'clock P. M., at Fredericktown, Knox County, Ohio, 2 elevators—one at Fredericktown, Ohio, 10,000 bu. capacity, appraised at \$10,000. One elevator at Ankenytown, Ohio, 5000 bu. capacity, appraised at \$4900.00.

These properties are being sold under order of court. Fredericktown is one of the best shipping points in Ohio.

For further information write  
Hoy W. Wayner, Receiver, Fredericktown, Ohio.

## ELEVATORS FOR SALE.

**ILLINOIS**—Elevator for sale. Good farming country. Price right. Address 50G24, Grain Dealers Journal, Chicago, Ill.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—Three good grain stations in Central Iowa for sale, or will exchange for lumber yard. Address 50J14, Grain Dealers Journal, Chicago, Ill.

**COLORADO SPRINGS, COLO.**—Elevator and grain business. To settle estate will sell cheap or trade for good income property. Address 50H32 Grain Dealers Journal, Chicago, Ill.

**OHIO**—Two grain elevators located Mt. Sterling, Ohio, and Cooks St., Ohio, in best corn, wheat and oats section in central Ohio. Will do three hundred thousand bushel or better per year. Write Box 66, Williamsport, Ohio, or Fred C. Betts & Co., Mt. Sterling, Ohio.

**OHIO**—Elevator located at Kings Creek on Erie Railroad, 5 miles east of Urbana, Ohio, with 20 h.p. International oil engine, 3 stands of elevators, corn sheller, wheat cleaner, car loader. Elevator stands on own ground. Address 50G13 Grain Dealers Journal, Chicago, Ill.

**SOUTHERN MINNESOTA** elevator for sale. Capacity 20,000 bu. and warehouse. Doing a profitable business; no competition. Doing also a wholesale and retail flour and feed business; coal can be handled to advantage, also other side lines. Address 50K9 Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—Good grain elevator for sale, with coal, feed and flour business in connection. Has chop and meal mill, also large warehouse attached. Located Watonga, Okla., one of the best grain stations in Oklahoma. Wheat and corn prospects excellent. Address Marshall Grain Company, Oklahoma City, Okla.

**ILLINOIS**—Grain, Flour, Feed and Hay business for sale in central Illinois town of 2500. Elevator equipped with modern machinery and electrically operated. Small cottage and large hay barns. All on private land. No competition, large territory and a splendid money maker. Address James M. Maguire, 432 Postal Tel. Bldg., Chicago, Ill.

## RECEIVER'S SALE.

On June 30, 1923, at 1:30 o'clock P. M., at the village of Haviland, Paulding County, Ohio, the undersigned Receiver will offer at public sale the following described property of The Haviland Elevator Company:

One elevator at Haviland, Ohio, on Cincinnati Northern railroad, 40,000 capacity; new electrically equipped; appraised at \$15,000.00.

One elevator at Worstville, Ohio, on Nickel Plate railroad; 15,000 capacity equipped with Diesel oil engine, and machinery all new; appraised at \$8000.00.

Elevator at Tipton, Ohio, 30,000 capacity; appraised at \$4000.00.

All cribbed bins.

Also one acre elevator site on Nickel Plate railroad at Briceton, Ohio, appraised at \$325.00.

All in splendid grain section. Northwestern Ohio. Stone roads.

Above properties to be offered separately and not to be sold for less than two-thirds appraised value.

Also the following personal property: One three and one-half ton Service truck, Oliver typewriter, Wales adding machine and National cash register, both mounted. Also office furniture.

S. A. GUSLER, Receiver,  
GROVER HILL, OHIO.

## ELEVATORS FOR SALE

**INDIANA**—15,000 bu. cribbed iron clad elevator on private ground in central Indiana. Good coal, flour and feed business as side lines. Address 50E12, Grain Dealers Journal, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Someone is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE.

**WE NEED** flour mill and elevator. Good location. Florence Chamber of Commerce. Florence, Kans.

**WANTED**—Elevator and coal business in exchange for very desirable stock and alfalfa ranch adjoining this station. M. M. Kern, Rumford, S. D.

**WE HAVE** a well improved farm in Montana that we would like to trade for an elevator in Iowa or Dakota. Independent Elevator Company, Lanesboro, Iowa.

**CHOICE** 240 acre Iowa farm to exchange for elevator or lumber yard in Iowa or Illinois. For particulars address M. F. Green, 1749 C Ave., E., Cedar Rapids, Iowa.

**FOR EXCHANGE**—A 135 acre farm in Southern Michigan. Will trade for an elevator in Northern Indiana or Southern Michigan. Address 50G4 Grain Dealers Journal, Chicago, Ill.

**WANT** to buy country elevator, Kansas or Missouri. Give capacity, dimensions buildings, present condition, year built, annual shipment, bushels past 3 years. What side lines handled. Give lowest cash price. Address Elevator, Box 5817, Westfort Sta., Kansas City, Mo.

## ELEVATOR BROKERS.

CLAYBAUGH-MCCOMAS  
Offices

Frankfort, Ind. Indianapolis, Ind.  
223 E. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and a few for exchange for land of equal value.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

JAMES M. MAGUIRE,  
432 Postal Tel. Bldg., Chicago, Ill.

## WOOL WANTED.

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.



## BUSINESS OPPORTUNITIES. FOR SALE.

Three warehouses 80 feet wide by 200 feet long with a floor space of 48,000 sq. ft. parallel with one another, about 30 feet apart, located in Erie, Pa., at the interchange of the N. Y. C., P. R. R. and P. R. R. to the Great Lakes, giving a milling and mixing in transit arrangement Lake and Rail and all Rail N. Y. C. Heating system consists of 1 125-horsepower boiler.

ERIE MILLING AND SUPPLY COMPANY  
Erie, Pa.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## FEED MILLS FOR SALE.

**NEW YORK**—Up to date feed and coal plant for sale equipped for grinding, mixing and elevating. Lumber and milling could be added. 175 ft. private switch. Am 71 years old and want to retire. W. P. Thompson, Goshen, N. Y.

**OATMEAL AND FEED MIXING PLANT AT A BARGAIN.**—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

# BAGS

Second-Hand Cotton  
Wheat Bags  
For Sale

Langenberg Bros. Grain Co.  
ST. LOUIS, MO.

## SITUATIONS WANTED.

**EXPERIENCED,** reliable, active country elevator manager wants position. Can handle large volume business. Box 472, Orrick, Mo.

**WANTED**—Position as manager farmers or line house. 10 years' experience. A1 reference, also bonds. Address 50K17 Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as elevator engineer by experienced man. Central or Northern Illinois preferred. State salary. Address 50K11 Grain Dealers Journal, Chicago, Ill.

**WANTED,** position as manager of farmers' elevator; 12 years' experience in grain, lumber, hardware, implements and livestock. Address 50J7, Grain Dealers Journal, Chicago, Ill.

**TERMINAL ELEVATOR SUPT.,** with 20 yrs.' experience in all branches of grain trade will be open for any responsible position July 1st. Address 50J15, Grain Dealers Journal, Chicago, Ill.

**GRAIN MAN WITH 12 YEARS'** experience wants position as manager farmers' or independent elevator. Understand books and side lines. Married, references. Address Box 186, Dumont, Iowa.

**MAN WITH TWENTY-TWO years'** steady employment in the grain business wants position as solicitor or manager of branch office. One year road experience. Address 50H13, Grain Dealers Journal, Chicago, Ill.

**WANT TO MAKE A START** in grain business. Would take any job in good elevator where I can advance. Good education. Some business experience. Know how to work. Walter L. Nobiling, 229 S. Main, Kewanee, Ill.

**POSITION WANTED** by experienced grain man as manager of Farmers Elevator or Line Elevator, or will take position as asst. to manager for good Farmers company. Experienced in handling side lines. Address 50F31 Grain Dealers Journal, Chicago, Ill.

**MAN WITH 12 YEARS' EXPERIENCE** as mgr. grain elevator and side lines wants position as mgr. or assistant with financially sound elevator Co. Iowa preferred. Now employed; good reason for change. First class bookkeeper; age 34; married. Best of recommendation and references. 50G5 Grain Dealers Journal, Chicago.

**GRAIN BUYER,** experienced; two years with Larabee Flour Mills Corp.; four years with farmers' elevators; know all channels of buying and selling. Can market grain with best results. References, Larabee Flour Mills, Wichita Board of Trade, Bradstreet or Dun.. Write E. F. Craig, 111½ West Kellogg, Wichita, Kans.

**MAN WITH 10 YEARS' EXPERIENCE** wants position as manager of small elevator or mixed feed plant in hustling Southern town where there is a chance to work my way into the business. Now employed as traffic manager. 31 years old. Married. Best of references. Address 50G2 Grain Dealers Journal, Chicago, Ill.

**CAPABLE AND EFFICIENT** farmers elevator manager with twelve years' successful management to be guided by, is open for a position with some good elevator where experience and ability to handle the business is appreciated. Have been in present location five years. 50K15 Grain Dealers Journal, Chicago, Ill.

**WANTED** position as manager of grain elevator, any kind that pays good money, anywhere south or west; California preferred; any time after May 15th—possibly before. Ten years' experience handling grain and side lines. Must be town with good high school. Best of references. Five years present position. Address 50F5, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** with grain or milling company, buying grain, managing elevator or as solicitor. Well acquainted with milling and grain trade in Central Kansas. Have had twelve years' experience buying grain and doing general office work for mill and two years as manager of elevator. Can furnish good references. Would invest some cash in right proposition. A. B. W., Lock Box 307, Concordia, Kans.

## SITUATIONS WANTED.

**WANTED**—Position as manager farmers elevator. Can furnish references. Address Box 182, Blairstown, Iowa.

## HELP WANTED.

**MAN WANTED** to handle station where handle lumber, grain, farm machinery. Address 50J1, Grain Dealers Journal, Chicago, Ill.

**COMPETENT** grain manager wanted. Capable of handling side lines. Good opportunity for LIVE man. Address 50K19 Grain Dealers Journal, Chicago, Ill.

## MILL FOR SALE.

**FOR SALE OR LEASE**—Nordyke System Mill, 150 bbl. cap. Electric power. Feed grinding department with direct motor driven attrition mill. Located in fine industrial section of Ohio. Splendid chance for an aggressive miller. Owner's time all taken up with other business. Address C. M. Walsh, Cuyahoga Falls, Ohio.

## OFFICE APPLIANCES.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

## ENGINES FOR SALE.

**FOR SALE**—Two new 16 h.p. Stover Kerosene engines. Less than wholesale price. Lock Box 748, Eldorado, Kans.

**15 H.P. BESSEMER OIL ENGINE** for sale. Used about 6 months, good as new. Bought for private light plant but was supplanted by public current. W. C. Calhoun, Franklin, Ill.

**FOR SALE**—40 hp. New Era gas engine at junk price. Installing new oil engine and will take \$250 for gas engine. Can be seen running any time until June 1st. Bush Bros., Gallipolis, Ohio.

**FOR SALE**—50 h.p. Bessemer Crude Oil engine, complete with water pump, air compressor and starting equipment, friction clutch pulley and extra cylinder and piston in first class condition. Low price for quick sale. Must move. 50G17 Grain Dealers Journal, Chicago.

**FOR SALE OR EXCHANGE**—If you have something to sell or exchange, insert a small advertisement in the "Wanted and For Sale" section.

## STEAM ENGINES, BOILERS.

**TRADE WANTED OR SALE**—Have you something to sell or trade? Let the readers of the Journal know what you have to offer. Now they are unaware of the advantage of dealing with you. The best way to dispose of anything is by advertising.

## INVESTMENT.

**FOR SALE**—One-third interest in established grain business; located in Central Illinois. Consists of cash brokerage office and two country elevators at nearby towns, all doing large volume of business on profitable basis. Prefer partner who would be willing to assume management of one of our elevators in town of 500. Requires about \$10,000 investment. If you mean business and are looking for an exceptional opportunity address 50G18 Grain Dealers Journal Chicago, Ill.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed, made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.



## MACHINES FOR SALE.

**BROWN** Portable 8 ft. Standard Piling machine. \$270. Diamond Mills, Evansville, Ind.

**FOR SALE**—One No. 8 Invincible Grain Cleaner. In first class condition, little used. West Bend Malting Co., West Bend, Wis.

**TWO USED HEAD PULLEYS** 42x15—2 3/16" with 6' shaft each. Make offer quick. Modale Farmers Elevator Co., Modale, Iowa.

**ELEVATOR EQUIPMENT** for sale. Grain handling machinery; good belts; 30 h.p. gas engine, etc. Farmers Co-operative Company, Royal Center, Ind.

**FOR SALE**—3 Liberty Grain Loaders, complete with 3 6-hp. gasoline engines. In first class condition; price right. Humboldt Elevator Mills, Humboldt, Kans.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

### ELEVATOR MEN NOTICE

18-in. Unique Ball Bearing Attrition Mill, reversible drive; also 25-hp. Waterloo kerosene engine, run less than 10 days; brand new. Cost \$1,100, will sell for \$900 or will sell separately. Manufacturer's guarantee covers above equipment for one year. Here is your chance. Write M. J. Rother, Hastings, Minn.

### REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St. Chicago, Ill.

## MACHINES FOR SALE.

**FOR SALE**—Two No. 0 McDaniel Grain Driers 48" Diameter 50' high. Two No. 2 McDaniels Wheat Washers, capacity of both 100 to 125 bushels per hour, complete with the exception of fans. The Kansas Mfg. Co., Wichita, Kans.

**FOR SALE**—One 26" belt driven, ball bearing, Monarch Attrition Mill. In A1 condition. One extra set of new plates goes with the mill. Price very attractive if sold at once. Address 50H15 Grain Dealers Journal, Chicago, Ill.

**FIBER CLAD WIRE ROPE** for sale, for car shovels; cast or plow steel. Manila rope, buckets and everything in elevator supplies.

**PULLEYS**—1,000—for sale. ALL sizes, solid cast iron, wood and steel split. We have at all times a large list of used mch. Write or wire us for description and prices. Standard Mill Supply Co., Kansas City, Mo.

## MACHINES WANTED.

**DO YOU WANT A MACHINE** that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

## BELTING FOR SALE.

**FOR SALE**—90 ft. of 8" 6 ply solid woven white cotton belting. This belting is new and still in the original shipping package. Will guarantee it to be satisfactory. Make us an offer. The Morral Lbr. & Elvtr. Co., Morral, O.

## DYNAMOS—MOTORS.

**WE HAVE** a 10-hp. D. C. Westinghouse motor; starting block. \$125. Guaranteed good as new. Putting in alternating current. William Grettenberg Grain Co., Coon Rapids, Iowa.

## ENGINES WANTED.

**WANTED**—25 to 30 hp. kerosene or crude oil engine, standard type of make; must be in first class condition and priced right. Windfall Grain Co., Elwood, Ind.

## SCALES FOR SALE.

**ONE RICHARDSON** Automatic grain shipping scale for sale. Reason for selling, purchase larger scale. Farmers Elevator Company, Cleg-horn, Iowa.

**6 BU. RICHARDSON** automatic scale for sale; in good condition. Installing one of larger capacity. Address The Farmers Elevator Co., Lacrosse, Ind.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**RICHARDSON** Automatic Self-Compensating grain elevator scale, nearly new.

Fairbanks Automatic grain scale, brand new. Bird Shipping Scale, never been out of crates. Above can be purchased at reasonable price. Address Lead Peterson, Ft. Dodge, Iowa.

**FOR SALE**—One 1/2 bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## MISCELLANEOUS.

**FOR SALE**—20-50 pound Howe Scale weights. In good condition. Chas. Love, Macon, Ill.

### FOR SALE—MISPRINT ENVELOPES.

1 lot 4 oz. heavy rope paper \$1.60 per M.  
1 lot 2 oz. heavy rope paper \$1.20 per M.  
1 lot 1 oz. heavy rope paper \$1.00 per M.  
1 lot 1 oz. white paper \$2.00 package of 4,000.  
1 lot 1/2 oz. white paper \$1.50 package of 4,000.

DIAMOND MILLS,  
Evansville, Indiana.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

# Stop the Leaks



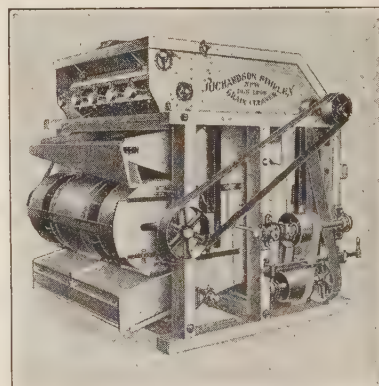
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We now guarantee the indented aprons on the improved Richardson against breakage and will replace free of charge any that fail to give satisfactory service.

Every Grain of Wheat that Gets Away Is Money Lost.

You can save it all with a Richardson.

Richardson Cleaners and Separators will convert a losing business into a profit maker.

Write for descriptive catalog and prices



**THE SIMPLEX** for TERMINAL and COUNTRY elevator trade embodies every essential feature of any and all other cleaners and separators and has ten splendid additional features not to be found on any competitive machine.

May we tell you about it?

**RICHARDSON GRAIN SEPARATOR CO.**  
MINNEAPOLIS and WINNIPEG



## SEEDS FOR SALE—WANTED

SEEDS FOR SALE—WANTED  
ORANGE AND AMBER CANESEED.

Nice plump, bright, new crop stock, home grown. Ask for samples and prices. M. YOUNG & COMPANY, Winterset, Ia.

**SEEDS WANTED**—You can quickly dispose of any quantity and quality of Seeds through the "Seeds For Sale" section of the Journal.

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Car Lots and Less  
Grass and Field Seeds  
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THE  
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CHICAGO, ILL.  
WE BUY AND SELL  
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Ask for Prices  
Mail Samples for Bids



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**FIELD SEEDS**  
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**CONFIRMATION  
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The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5 1/4 x 8".  
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GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO

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305 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find Two Dollars.

Name of Firm .....

Capacity of Elevator ..... Post Office .....

..... bus. State .....

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Car lots or less; wholesale.

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Originators of Early Southern Burr Clover  
Rock Hill, S. C.

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Agricultural Seed Company  
Main & O'Fallon Sts. St. Louis, Mo

IMPORTERS EXPORTERS  
**GRASS and  
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Buyers and Sellers of Timothy, Red Clover,  
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Incorporated  
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Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES

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Mangelsdorf Seed Co., The, wholesale seeds

## BALTIMORE, MD.

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Wm. G. Scarlett & Co., wholesale seed merchants.

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., field seeds.

## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

## ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, popcorn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

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**I Am the Man  
You Want**

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal  
Want Ad.**



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Clover, Timothy, Grass Seed  
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Buy and Sell Red, White and Alsike  
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Consignments solicited Send us your samples  
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Wholesale Field Seeds  
Clover—Alsike—Timothy—Alfalfa  
Our Specialty  
All Other Field Seeds  
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for Late Planting

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Millet Fodder Corn  
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**NORTHRUP, KING & CO.**  
Seedsmen  
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**ED. F. MANGELSDORF & BRO.**  
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"THE HOUSE OF QUALITY"

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PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND

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"THE MARKET PLACE"

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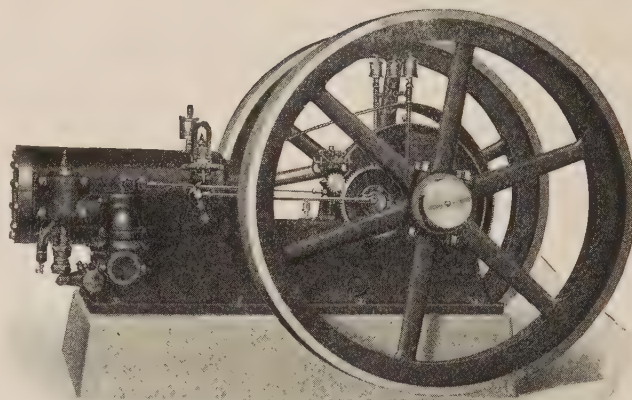
OUR ADVERTISERS OFFER THE BEST.

Guymon, Okla.—The Journal is all right  
—a good one in every way.—Claycomb  
Seed Store.



# Are You Watching Your Overhead?

One of the fundamentals of good business is to so operate your plant as to keep costs down to a point that will allow properly forestalling competition. It is likely you are endeavoring to do this. There are few places about an elevator or mill offering as many opportunities to effect savings as the average power plant. Whether you are using steam or central station current a Foos Engine will save you money, and we will enjoy the opportunity to prove it.



Horizontal Type, 6 to 90 h. p.  
Other types and sizes up to 325 h. p.

## Steam Plant Cost \$11.50 Per Day; Foos Plant \$1.45

Mr. J. T. Dobney, Pine City, N. Y., writes: "I am operating a mill that takes about 20 to 25 hp. If I were using steam it would cost me \$7.00 for fuel and \$4.50 for a fireman or \$11.50 power cost. If gasoline at 30c gallon \$6.00 with my FOOS engine the total cost is **\$1.45 per day of 10 hours.**"—Mr. Dobney's experience can be duplicated in your plant.

## A Special Proposition for Elevators and Mills

If you are operating an elevator or mill requiring between 15 and 35 horsepower, we have an offer for you that will never be equalled on a high grade engine. Here is an opportunity to get your power overhead down by means of a minimum initial investment and low operating and upkeep costs. Nothing but the highest quality of materials and workmanship go into the Foos and every engine is backed by 36 years of exclusive engine building experience.

*"A Foos Will Settle Your Power Problem for 20 Years"*

Write for this special proposition.

The Foos Gas Engine Co. - - - Springfield, Ohio  
Builders of high quality internal combustion engines exclusively for 36 years.

# FOOS ENGINES



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY 25, 1923

IF we are not hearing so much from the demagogues just now it is merely because they are taking a vacation. They will be with us just before Congress re-assembles.

**EXTENSION** of the Canadian wheat board act of 1922, from the original expiration date of Aug. 15 this year, to July 15, 1924, merely shows how the politicians hate to let go.

**THE BEAN MARKET** is now exhibiting the bad effect of boosting prices during the winter, resulting in decreased consumption and the admission of foreign beans over the import duty.

**DISCLAIMERS OF WARRANTY** by seedsmen printed on their letter heads do not protect them when a salesman has made an unauthorized guaranty of kind of seed, as decided in a recent Kentucky case published in the Journal.

**DISCOUNTS** on account of small protein content have wiped out all profits on many shipments of wheat, so southwestern shippers generally will hesitate to sell the coming crop on the basis of protein, the percentage of which proves to be quite variable.

**THE PRESIDENT** of the American Cotton Ass'n again, on May 23, goes after Sec'y of Agriculture Wallace hard for alleged failure to acknowledge that the cotton forecasts of last month were inaccurate. The "arbitrary" addition of 5,000,000 to the acreage is objected to, as of course the greater the acreage the bigger the crop and the lower the price.

ONLY 60,000 bills to regulate industry have been introduced into the state legislatures during the past year. Unquestionably several thousand of these bills will be enacted into law in the 43 states holding sessions this calendar year. Too much law will breed disrespect for all law.

**THE CONSOLIDATION** of the railroads will never be effected if the grain shippers of the country have their way. The only parties favorable to such a move seem to be the managers of the unprofitable railroads and the politicians looking for an opportunity to make more jobs.

A **DIESEL ENGINE** in miniature is said to have been invented on the Pacific Coast that will run a small automobile 50 miles on 2½ cents worth of an oil heavier than gasoline. If true, this should solve the problem of safe and cheap power for grain elevators in the country, operating intermittently.

**THE SALE** this week of 1,000 bus. of corn for \$1,000 at a farm sale 12 miles north of Savannah, Mo., calls attention to the complete exhaustion of stocks of this cereal in many spots. The wise dealer who happens to have some corn on hand will look around a little before selling. The corn might be worth 10 cents a bushel more nearer home than in some distant terminal market.

**FARMERS** who recently contributed \$16,000 to satisfy judgments against the Lee County Electric Railway of Illinois to get the road to running again as an outlet for their grain, probably have no sympathy for the Wisconsin Senator's railroad freight rate reduction propaganda. They have learned that it is more important to have transportation than it is to have it cheap.

A **SECOND** decision in the right of way fire suit brot by a farmer against the Northern Pacific Railroad to recover for grain stored in the warehouse of a third party at Myrick, Ore., has been in favor of the railroad company, recently. As the warehouse company was not made a party defendant it still remains to be proved that the warehouseman can be held responsible for the alleged carelessness of a railroad section crew.

**MICHIGAN'S** anti-discrimination bill to control prices on grain and beans at different stations will prove but an incumbrance on the statute books. The effect, if any, will be to deprive growers near a market town of the benefits of the elevation of the price due to competition. No legitimate buyer will be prevented by this law from raising the price when he does it to get the grain and not to put his fellow dealer out of business.

**THAT RULES** must be based on facts and past experience is the homely truth that guided the three interests most concerned in their decision not to require the inclosure of squirrel cage motors used direct connected with ball bearing attrition mills, published elsewhere in this number of the Journal. This recognition that the cost of alleged safety methods greatly exceeds the probability that something might happen is one that could be applied to many bureaucratic regulations.

**FIXING** of vessel rates on the Great Lakes by a Canadian commission as proposed in the Parliament of the Dominion recently would be too much government in business and should not receive the approval of grain shippers in the Canadian West, altho it might be of temporary benefit to them. If let alone competition will invite more ships. So long as the carriers do not form a combination they have a right to charge all they can get.

**THE FARMERS** of Kansas and Oklahoma have lost more money in grain marketing schemes during the last five years than the grain elevator operators of the two states will charge for marketing their crops for fifty years. Thanks to the paid agitators, the unprincipled promoters, and the cheap politicians the bucolics have fallen easy prey to a score of schemers just as greedy as the Ball Mfg. Co., the Associated Mill & Elevator Co., and the pool promoters.

**HAIR SPLITTING** rules governing the grading of so-called heat damaged wheat is forcing such heavy losses onto the wheat producers and handlers of the Southwest, that they take advantage of every opportunity to protest against the continued enforcement of such rules. If the Dept. of Agri. would instruct the producers of wheat how to prevent wheat becoming damaged by heat it would help them much more than it has ever done by encouraging them to venture dangerous excursions into business.

**WAR TAXES** on wire messages are a cumbersome burden on business and unfair to the producers and handlers of grain. The increases in the cost of transportation, wire communication, the grading of grain, the borrowing of money by handlers effected by the Government as a result of the war have contributed largely to the increased cost of getting grain from the producer to the consumer. Any reduction in any of these Government-made costs will be quickly followed by a corresponding increase in the prices paid producers.

**THE EXCESS** of imports over exports reported for the month of March for the first time since the war began is nothing to frighten our grain exporters. The more merchandise Europe sends us the more grain will Europe be able to purchase in exchange. When wages in our factories are boosted so high the foreigners can not buy their product they will turn to the products of the farm, the labor of which has not been inflated, and which the grain dealers of the United States are today handling on the narrowest margin of profit in their lives.

**CHICAGO'S** post office is becoming so finicky about handling mail matter bearing the wrong address that much important mail is being returned to senders because a 2 or 5 was slipped in the place of a 3. Directory service is no longer given on much first class mail, so it behooves all persons addressing mail to Chicago to exercise extreme care in the matter of street or building address. The cost of paper and printing is so forbidding Chicago has not published a City Directory since 1917, so the Nixey dept. of the Chicago postoffice must lean heavily on the telephone directory.



RYE mixtures in wheat are the cause of heavy loss to growers, as pointed out by the Southwestern Wheat Improvement Ass'n, and country dealers should urge their farmer patrons to use seed wheat that is free from rye.

STATISTICS on the volume of sales for future delivery each day now are being compiled for the use of the Department of Agriculture. Why not give out the figures to the public each day, as the New York Stock Exchange gives out the number of shares sold after the close each day?

DODGING the responsibility is so common a trick of claim agents that the method taken by Tom Dowlin of Texas to make the terminal elevator and the railroad company both parties defendant in his suit to recover for loss in transit could well be followed by other country shippers. Plaintiff in this suit did not assume to say who had lost his grain. He knew it had been lost while in the custody of the railroad company or the terminal elevator, and his attorney cleverly managed his suit so that it became the duty of the court and jury to decide which of the two defendants lost the wheat. The successful outcome of his suit was reported in the Journal Mar. 25, page 385.

DISMISSAL by the Federal Trade Commission of its complaints against the Procter & Gamble Co. and the Helvetia Milk Condensing Co. seems to indicate that the Commission has abandoned its campaign against manufacturers for guaranteeing buyers of their products against a decline in price. If the Commission actually has given up this line of effort it is to be congratulated for the possession of more legal acumen than it was suspected of having. The guaranty is a question for each manufacturer to solve for himself. Manufacturers of binder twine, clothing and special products can afford to guarantee, but the flour miller can not, altho many are virtually doing so by failure to hold buyers of flour to their contracts on a declining market.

ARBITRATION decisions by the many com'ites of the various ass'ns are so numerous that it is feared the reports of the com'ites on each case are not read by the busy man. Many years ago when the national ass'n, for example, had but one arbitration com'ite, the decisions were so few a dealer could keep abreast of the times by reading all of them. Even now, however, a dealer ought to be able to find time to read a brief syllabus of the points involved in each decision. So that the practice recently inaugurated by the Arbitration Appeals Com'ite of the Grain Dealers National Ass'n, of giving a statement of the points at the head of the decision, is a step in the right direction. The fact that the arbitration com'ites of some state ass'ns who are guilty of "splitting the difference" will find it impossible to discover any "points" in their decisions, should lead them to mend their ways and cease the settlement of differences by compromise. When one party has conducted his trade thruout absolutely in accordance with trade rules and the law he should not be asked to concede any mitigation of damages to the offending party.

THE KEYNOTE to the present industrial problem was struck by one of the speakers at the banquet tendered the Illinois grain dealers recently, S. S. Tanner, when he declared the proposition was "How long can the farmer earning \$1 a day keep employed the immense number of organized workers earning \$1 an hour?" The final test will come when liquid capital ceases to be poured into the fixed building investment that is keeping the high-priced construction workers employed.

HOW FIREPROOF construction minimizes the exposure hazard is well shown by the fire at Hutchinson, Kan., reported in the news columns of this number. A three story reinforced concrete and brick building, used by an automobile distributor, stood just across the alley from the elevator. The side next to the alley is filled with windows all of which have steel sash and are glazed with wire glass. The heat was so intense that the steel sash were badly warped, but the glass held and kept the flames from reaching the interior of the building or any of its contents.

### Business Men Protesting.

Government by commissions, boards and bureaus is becoming extremely burdensome to taxpayers. Their bungling methods discourage private enterprise and strangle individual initiative. These bureaucrats credit no judgment other than their own; recognize no authority higher than themselves. If they spend double the amount appropriated for their use the next Congress meekly passes their proposed deficiency appropriation bill and the taxpayers dig up the cost.

One by one additional lines of business are being made the prey of the omniverous bureaucrats. Their greedy search for more sinecures leads them to champion the cause of any new venture into state socialism the radical stokers of discontent may propose. Their own wants blind them to the needs of the nation and the restrictions of our Constitution.

No sooner have they saddled an army of papsuckers onto one line of business than they apply themselves to drafting new laws and regulations for other lines of business. By attacking one line at a time they attain their purpose without much opposition.

The one encouraging sign of the times is that the business and professional men of the land are alert to the insidious propaganda being promulgated by the bilious bureaucrats and have already started an active agitation to scrape these burdensome barnacles off the ship of state.

No well planned campaign for relief has been made public, but every address before gatherings of business and professional men resounds with warnings against the insidious encroachments of the disloyal bureaucrats and the violent propaganda of the inflammatory promoters of plots and conspirators against our constitution, the rights of property and the individual. When all the commercial, industrial and professional organizations of each state join in a well directed campaign to force our law makers to bring our government back to the limitations of the constitution we will obtain relief from ruinous bureaucracy, paternalism and state socialism.

### How Much Is Exchange Regulation Costing the Farmer?

It is the settled conviction of many men well posted in the central markets that the law regulating the exchanges is having a considerable effect towards minimizing speculation and that in consequence the price of grains, wheat and corn particularly, is much lower than it would be under unrestrained speculation.

It is difficult to measure this loss to the farmer in cents per bushel. The loss might be 5 cents or 25 cents per bushel.

One way to measure the farmer's loss is to compare the Chicago and Winnipeg prices for wheat. Ordinarily and with the speculation due to crop damage the Chicago price should be several cents higher than Winnipeg; but on May 22 Winnipeg closed at \$1.21 and Chicago at \$1.18½ for July wheat. The Winnipeg price should always reflect the lowest level because Canada is invariably a surplus wheat exporting country, while the United States occasionally, as a few years ago, imports wheat from Canada and pays the high duty. The absence of the speculation keeps the farmer from benefiting by the tariff and the outlook for a short crop.

Rye at present is an example of what happens to the price of a commodity in which there is no speculation. Around the current quotation of 75 cents per bushel it is the cheapest food; and unquestionably it is so cheap because there is practically no speculative trade in the grain.

### Forged S/O Bs/L.

Blank shippers order bills of lading have always been so freely distributed to all applicants by careless railroad agents the dishonest, tricky and unprincipled have a standing temptation to prey upon the banks and the unsuspecting consignees. The real wonder of the grain trade is that so few S/O Bs/L prove to be bogus.

If the railroads had any interest in preventing the forging of S/O Bs/L they would voluntarily refuse to give out blank bills to anyone. It would work no great hardship upon the grain trade or the banks if the railroads would refuse to issue a S/O B/L until the commodity described in the B/L had been received. Then all such bills should have the name of the station from which issued plainly printed on the bill, numbered consecutively for the issuing station, signed in ink by the station agent and stamped plainly with his station dating stamp.

With such precautions it would be much more difficult for anyone to forge a B/L with the natural result that grain office clerks and beginners would be deterred from attempting to get money by forging Bs/L. The hardened criminal knows that forgery is a penitentiary offense, but men long accustomed to obtaining money legitimately on Bs/L do not stop to think of the punishment awaiting them.

Forging S/O Bs/L has never brot any grain shipper permanent success, yet a few misguided dealers persist in trying to get the money of others thru the use of bogus bills. The temporary forced loan is soon discovered and the swindler brot into disgrace. No one has been able to get away with much money and most of it has soon been recovered, but the good reputation of the offender is lost forever and his chance to attain success honestly is made doubly difficult.



# Oklahoma Grain Dealers Meet at Oklahoma City

The 26th annual meeting of the Oklahoma Grain Dealers Ass'n was called to order in the Roof Garden of the Skirvin Hotel, Oklahoma City, by vice-pres. E. S. Bouldin of Muskogee at 2:30 p. m., Tuesday, May 22.

While many members were delayed by belated trains the first session was opened with a fair attendance.

Sec'y C. F. Prouty presented the following report on the work of the Ass'n for the year:

## Secretary's Annual Report.

The wave of radicalism which is sweeping over our land seems to be carrying the masses with it. Strange leaders appear upon the horizon with radical ideas of changes until the people, confused and confounded, know not whither they go. In fact, the question uppermost in the minds of good business men is, "Where do we go from here?"

Have the American people so far forgotten themselves as to believe everything they hear and doubt what they see? The highest body of law makers in the world, our own Congress, is transgressing upon the rights of citizens whenever it attempts to enact laws which apply to one class and discriminate against another. Class legislation is becoming more and more burdensome in the grain growing states. We must understand from this that organized efforts are responsible by those who for selfish purposes alone are preying upon the peoples of this nation. Will this movement die of its own accord, or will the exercise of powerful influence be necessary that those now following strange leaders may be brought to their senses?

In reviewing the work of the Association during the past year I will omit much that has been brought to your attention directly through circular letters.

Following a resolution unanimously passed at our last annual convention we made a special effort to interest our members in the work of the Southwest Wheat Improvement Ass'n. Altho this movement for better wheat was outlined at all of our district meetings few seemed to enthuse over the work.

**Car Famine:** Beginning with the 1922 crop, we faced a possible car shortage which developed into a reality and caused much suffering in dollars and cents to our members. This condition was more apparent on certain lines than on others, and for those in dire distress the Association put forth its best efforts. In fact, the situation became so serious we urged consideration of a strike clause in contracts for future delivery.

**The return of the Heat Damaged Epidemic,** the most serious disease ever known to the grain dealers pocketbook was disastrous. The Ass'n immediately took this up, direct with the Secretary of Agriculture. We conferred with United States Senator Harrel and gained his confidence and support after convincing him that the grading of wheat as administered by the Supervisors and Licensed Inspectors, working under direct instructions from the Board of Review, was too rigid.

We do not want wheat slightly skin-burnt graded as heat damaged, neither do we want wheat showing discoloration, which is not heat damaged, graded as such. In fact, the percentage of grade of heat damage should be applied only where it clearly shows heat damage that may be recognized by any practical grain man and damaged sufficiently to really affect the quality of flour produced. I think this accomplishment on the part of the Associations of the Southwest should emphasize their worth to you, and to the producers.

**The State Legislature.** Generally speaking, I think legislatures want to be fair. However, in every line of business we find those who want to go to the extreme in order that they may take home the bacon they were sent for. Probably the most important bill killed which would have directly affected grain interests was House Bill No. 29, providing for a general graduated income tax, with a rate extending from 1% to 5%, and applied to both individuals and corporations. A bitter fight was made on the bill by practically every class of business in the State. It passed the House, but was defeated in the Senate. This bill was vicious in the extreme, for, if passed in its original form, would have made a double taxation where profits were derived from partnerships or corporations.

House Bill No. 70, an act defining bucket shops, futures, dealing in futures was another bill we succeeded in killing.

Senate Bill No. 55, the Anti-Discrimination Measure in its original form would have curbed competition and opened the way for outside invasion at the expense of the citizenship of this State. The Marketing Commission Bill was even more vicious than the Anti-Discrimination Bill. These two measures were vigorously op-

posed by your Ass'n, resulting in their amendment. The grain dealer was entirely eliminated from the Marketing Commission Bill, and connected with the Anti-Discrimination Bill only through indiscretion.

A warehouse bill was finally passed after eight years of struggle. It provides storage in the country as well as at terminal points. Realizing that the country has an over supply of elevators and that any additional holding power would only reduce the value of the properties already established, every means of persuasion at our command was used to consolidate on terminal elevators which would be of benefit to all producers, holders and handlers of cash grain. As I understand the bill after passage it is a prostitution of our State Constitution, in that it loans the credit of the State to private organizations.

**The Wheat Business:** We have proven conclusively by figures compiled and published that the members of this Ass'n have paid the full cash value to the farmer for his wheat during the marketing of the 1922 crop. Of every 100 cents paid for bread in 1921, grain dealers and millers together received but 34/10 cents, the other 66/10 cents being shared by wheat growers, railroads, bakers and retailers. The conclusions of the Joint Commission of Agricultural Inquiry appointed by Congress and published in 1922 are that, "About 70 per cent of the wheat and a large proportion of the coarse grains as well as cotton are received at the terminals in the first half of the year following the making of the crop. This fact is thought by many to afford opportunity for speculators or converters to buy the crop at a low price, hold it through storage operations, and later sell in a higher market. The general impression prevails that prices of farm products during the last half of the crop year are generally higher than in the first half, allowing for the charges for storage, interest, and other costs that attach after the crop is in second hands. A number of studies have been made to determine the truth of this matter. These studies indicate rather conclusively that over a period of years under the existing system of grain marketing the farmer who sold his crop soon after harvest has come off quite as well as the farmer who has held his grain and sold in the last half of the year."

The wheat growers cannot succeed as a holding corporation by withholding crops from the market to establish an artificial price. The attempt to accumulate and hold a sufficient proportion of the crop to affect the price involves speculative risk wholly outside those of the normal business operations, and may result in losses as well as gains.

**Excessive Telephone Rates:** I want to recommend that this Ass'n pass a resolution directed to the State Corporation Commission, appealing for a reduction of present toll charges, which we believe to be excessive for the following reasons:

The present rates are war time rates put into effect at the period of maximum prices for labor, material, farm products, and all finished products. When these rates were put into effect wheat was bringing \$2.75 per bushel, whereas, today we are getting about one-third of that. The Ass'n is working in the interest of the farmers, and these excessive rates reflect on the price he receives, inasmuch as the selling expense is necessarily deducted. The rapid fluctuations of the market forces the use almost entirely of the telegraph and telephone service in the marketing of farm products. This resolution should also be directed to include the President of the State Board of Agriculture, and his assistance asked, as a means of saving the excessive charge.

A similar resolution should be introduced urging our Representatives in Congress to work for a reduction of the War Tax on wire messages. The Federal Government is said to have collected over twenty-eight million dollars last fiscal year as a tax on telegraph and telephone messages.

**Indifference to what the Ass'n accomplishes** for the trade no doubt keeps some out of the Association who should be in it. Frankly speaking, why should those who believe in Trade Organizations, and support them morally and financially, consider the interests of those unwilling to share in the expense of maintaining them. We are not trying to put any one out of business, nor keeping anyone from entering, however, there are many engaged in business today who are out of the Association and who would come in if they were given to understand by the regular dealers that it was a mutual proposition, and if they wanted to do business with the regular dealers to come in and help fight the trade's battles. Co-operation and affiliation in the commercial world will make success easier and more certain.

Carl M. Robinson, statistician U. S. Dept. of Agri., gave an interesting report on the con-

dition of growing crops in Oklahoma from which we take the following:

## Crop Report.

For convenience in estimating crops the Bureau has divided the state into nine districts; three across the northern part of the state, three across the central part and three across the southern part, and has numbered them from 1 to 9 respectively.

District 1, or the Northwest, comprises the counties lying west of Grant and Garfield and includes the Panhandle. This district usually produces one-fourth of the total crop.

The second district, or the North Central, comprises Grant, Garfield, Kay, Noble, Payne, Pawnee and Osage counties, and also usually raises nearly one-fourth of the total state crop.

District 3, or the Northeast, is composed of all the counties due east of District 2. This district usually raises 8 per cent of the total crop.

District 4, or the West Central, is composed of Roger Mills, Beckham, Dewey, Custer, Washita and Blaine, and usually produces 12 per cent of the crop.

District 5, or the Central, comprises the 12 counties in the central section of the state. This district raises 12 per cent of the total crop.

District 7, or the Southwest, is the only other district of great importance in wheat production. It comprises the 8 southwestern counties of Harmon, Greer, Kiowa, Jackson, Caddo, Comanche, Tillman and Cotton. This district usually raises 16 per cent of the total crop. About 4 per cent of the crop is raised in the 6th, 8th and 9th districts combined.

**The wheat crop in the panhandle section of the Northwest district is very poor.** The drought was extremely severe during plowing and planting time and continued throughout the winter, resulting in more than half the acreage being abandoned and a poor condition for the crop to be harvested. In the four counties, Woodward, Woods, Major and Alfalfa, the wheat crop is very good and promises an excellent crop.

In the North Central district the conditions are practically the same as in the counties just mentioned. The four counties, Grant, Garfield, Kay and Noble, have an especially good crop.

In the West Central district conditions vary considerably. In the extreme western counties and half of the adjoining counties on the east conditions are poor to fair. In the east section of this district wheat is good. Blaine county should have a fine crop. The cause of the poor condition in the west section is the lack of moisture, there having been a deficiency since last fall at sowing time until the rains of April. These recent rains have been beneficial, but they came too late to germinate the unsprouted seed or revive the parched wheat that had already germinated.

Conditions in the Central district are quite uniform. The condition on May 1 was three points above the state average. Prospects in this district are for a crop 20 per cent better than last year's crop.

In the Southwest district the condition is not good. The counties bordering on the Red River have the poorest wheat conditions in the district. Meager reports as to the wheat situation have been received from that district. Pessimism seems to prevail there since the disastrous drought and car shortage for live stock shipments last summer and fall. I believe the drought prevented the proper preparation of the soil for sowing last fall. Then the continued drought throughout the winter took its toll in abandoned acreage and also reduced the expected yield on the remaining acreage. Harmon and Jackson seem to have suffered the greatest injury.

Flood damage has been the most recent factor in influencing the wheat prospects. There is no doubt that local damage by floods has been great, especially in the West, but judging by past experience, floods, frosts or any other sudden calamity is usually greatly exaggerated—conditions along one little creek are made to apply to a third of a county.

Viewing the state as a unit, prospects are the brightest for a good wheat crop for several years. The preliminary estimated acreage to be harvested is 3,397,000 acres and the forecasted production, based on the May 1 condition of 83 per cent of normal, is 42,293,000 bus., compared with 3,300,000 acres harvested and an estimated production of 31,350,000 bus. last year.

Harvesting is expected to begin in the extreme South along about the first of June. A little uneasiness has been felt as to harvest labor, but it is believed that there will be sufficient.

Charles S. Clark, Chicago, addressed the dealers on Where do we go from Here?

H. J. Smith, President of the Board of Trade, Kansas City, addressed the dealers on the recent decision of the U. S. Supreme Court on the Capper-Tincher Law as it affects the cash grain trade. It will be found elsewhere in this number.

Ed. S. Overholser, in addressing the dealers on Organization said he that we are over organized.

Vice pres. Bouldin appointed as a Nom-



inating Com'te W. M. Randels, Enid; W. A. Teter, Woodward, and Geo. L. Moore, Oklahoma City.

Resolutions: C. B. Cozart, Oklahoma City; Mr. O'Brien, El Reno; A. R. Hacker, Enid; E. M. Flickenger, Oklahoma City, and McKinley Miller, Perry.

Fritz Straughn of the local entertainment com'te announced a sleigh ride for Tuesday evening, a ball game for Wednesday afternoon and a banquet for Wednesday evening.

Adjourned to Wednesday, 10 a. m.

### Wednesday Morning Session.

The second session was called to order by Vice-pres. E. S. Bouldin who introduced Joe B. Cobb of the Corporation Commission. Mr. Cobb said the consolidation of the railroads is favored by the railroad security owners who have appointed a com'te to meet with the conference com'te of eight from railroad managers.

Shall we make one or two first class railroads and eliminate all competition? Shall the weak roads be hung about the necks of the stronger lines?

Consolidation would wipe out the gateways of Kansas City, St. Louis and Memphis. It would centralize the railroad in Chicago and the far East. The executives would be far from the Gulfport territory and it would be forgotten.

The railroads have nothing to sell but service and if we are to retain a high standard and improve it in the Southwest it must be through competition.

J. H. Johnson, Secy. of the Cotton Crushers Ass'n, in addressing the dealers on the Interest of Citizens in Legislation, urged the dealers to take an active interest in every election before the primaries. Get strong, clean candidates and we will have saner and safer government.

The Interstate Commerce Commission's efforts to regulate freight rates has degenerated into a farce. It sends out investigators and examiners whose reports avail nothing. We spend months preparing for hearings and in the course of a year go to Washington and get 20 or 30 minutes to present our side of the case. The Commission is attempting so much it can give little consideration to our problem. I think we should displace our state railroad commissions with regional commissions and thereby reduce the expense, increase the efficiency and expedite the work of the railroad commissions.

If we permit the merging of the railroads, the stronger lines would take over the weaker roads and maintain the service of all at a higher efficiency than ever.

The consolidation as proposed would give us four strong lines and better service at all points. I think the plan of Hale Holden to merge all the lines west of the Mississippi into four systems is the most practicable yet proposed. The Santa Fe, the strongest line of the Southwest, is nothing but a consolidation of a lot of small weak lines. The consolidation wiped out the local rates and we gained lower rates on the mileage basis. Economies were worked in the operation and management of the consolidated lines and the shipping public profited.

The New York Central and the Pennsylvania, the two greatest railroad systems of this country, represent greater consolidations than any yet proposed.

Mr. Johnson read a resolution adopted by the Cottonseed Crushers Ass'n favorable to railroad consolidations and regional commissions. It was referred to the Resolutions Committee.

Adjourned to 2 p. m.

### Wednesday Afternoon Session.

The third session was called to order by Vice-Pres. Bouldin at 2:30.

Treasurer C. F. Prouty presented the following report which was confirmed by U. F. Clemons of the Auditing Com'te:

### Treasurer's Report.

May 1st, 1922, to May 1st, 1923.

Total receipts	\$5,758.32
Expenditures—	
Office rent	\$ 384.62
Phone and telegrams	184.55
Traveling	104.25
Postage, printing and stationery	197.23
Oklahoma Employers' Ass'n	25.00
Expense last annual meeting	132.42
Expense Galveston rate case	31.22
Oklahoma City Traffic Ass'n (rate case)	25.00
National Grain Dealers' Ass'n	100.00
Received on secretary's salary	4,584.03
	\$5,768.32
Balance due on secretary's salary	\$ 415.97
Balance due from back dues	322.50
If collected will leave deficit of	93.00

U. F. Clemons of the Arbitration Com'te reported that of 16 cases filed for arbitration only 3 reached the com'te, the others being settled through the secretary's office.

Both reports were accepted and ordered filed.

E. M. Flickenger of the Resolution Com'te presented the following Declaration of Principles:

### Declaration of Principles.

We, the Grain Dealers of the state of Oklahoma, in convention assembled at Oklahoma City, May 22, 1923, hereby affirm and re-announce the principles for which we stand.

We believe in Americanism and the principles on which Americanism is founded. We denounce in no uncertain terms the lack of American patriotism of any form in any individual, or sect, or class of individuals.

We believe in fairness and honesty of purpose in all dealings with producer and consumer alike. We denounce dishonesty and unfair dealing in every form from any source. We believe in square dealing with all our fellow men.

We believe honest labor is worthy of its hire and should receive a just recompense. We believe that capital unhampered and unshackled should be encouraged in its free use for the promotion of any honorable business enterprise and that it should be entitled to a just reward.

We believe in organized effort so long as it is prompted by honest motive and unselfish purpose, and we denounce any organized effort for purely self aggrandizement that has for its chief object the building up of one class by breaking down another for no other purpose except that of revenge or selfish gain.

We believe the honest grain dealer is a benefactor to both producer and consumer alike. He is the great agitator for the best and most economical means by which to market grain. In an organized way he has done much toward securing lower freight rates when lower freight rates were justified. He has done much to cheapen and lessen the expense and cost of handling and distributing of grain between producer and consumer which has been reflected mostly in securing much better prices to the producer for his grain.

Cases are very rare wherein a grain man has accumulated wealth in the pursuit of his business. In no other line of business or occupation is the percentage of failures so great and the percentage of successes so small as in the grain business. Yet the grain business is a public necessity. Somebody must attend to it. Therefore we have the grain dealer co-operating with the producer to help and to assist him to realize the best possible benefit in the marketing of his crops in the most economical way.

Consequently, in the pursuit of further effort in this direction, we, as a fraternity of grain dealers, hereby advocate:

1. Further reductions in freight rates, as we believe such reductions are justifiable.

2. We believe there should be a modification of Federal grades regarding heat damaged wheat. The percentage of heat damaged grains allowable in the various grades is too small and works a severe hardship against the producer.

3. We believe that only thoroughly competent inspectors of qualified ability should be employed in the official inspection of grain.

4. We believe that telephone rates are very much too high and should be reduced.

5. We urge the co-operation and influence of all grain men to use their best efforts in bringing about such proper changes that will help to secure better prices and better conditions for the producer who is justly entitled to our first and most important consideration.

6. We further urge the Board of Directors in conjunction with the Secretary to use their best efforts to promote and champion any question of vital interest that concerns the economical marketing of grain.

Secy. Chas. Quinn of the National Ass'n presented a resolution calling for the abolition of war taxes on wire messages and told of the work being done in an effort to secure lower telephone and telegraf tolls. The war tax amounts to about 15% of your tolls.

Your Congressmen are now at home; get after them, induce them to promise to support the bill providing for the revocation of the war tax on all wire messages.

U. F. Clemons moved the adoption of the resolution.

D. J. Donahoe spoke in favor of the telephone and telegraf companies paying their own taxes and objected to their passing them on to customers.

Chas. Quinn explained that it was a sales tax which the wire companies were obliged to collect for the Government without expense to the Government.

J. M. Gayle, Claim Adjuster for the Ass'n, reported that he had filed with the Treasury Dept. 164 war tax claims amounting to approximately \$20,000. The Dept. has paid 46 of these claims aggregating \$5,417.16.

The delay in settlement is due to the Government requesting data not available and to insufficient funds to pay claims allowed.

A number of large claims have been passed and approved and will be paid when funds are available.

A resolution expressing the Ass'n's appreciation of the services of T. H. Beacon, Vice-Pres. and Gen'l Mgr. of the Rock Island R. R. Co., and deeply regretting his resignation was adopted unanimously.

J. S. Hutchins of Ponca City reported for the Nominating Com'te for President, E. S. Bouldin, Muskogee; Vice-pres., L. O. Street, Woodward; Sec'y-Treas., C. F. Prouty, Oklahoma City.

Directors: M. E. Humphrey, Chickasha; C. W. Goltry, Enid; Fritz Straughn, Oklahoma City; P. G. Newkirk, Clinton, and Fred Milbourn, Fairview.

Claim Adjusters: Musson & Gayle.

Arbitration Com'te: U. F. Clemons, Marshall; Geo. L. Moore, Oklahoma City, and McKinley Miller, Perry.

Member Tri-State Appeals Board: W. M. Randels, Enid.

Adjourned *sine die*.

### Convention Notes.

It rained only part of the time.

O. E. Harris came from Omaha.

FROM St. Louis came J. R. Bailey.

Memphis was represented by Lee D. Jones.

The floods and washouts kept many away. About 60 arrived the second day.

E. W. Lott of the Carter-Mayhew Mfg. Co. exhibited a working model of the Carter Disc Separator.

BAG MEN confronted one at every turn. Adolph Mayer and his brother Oscar, C. C. Bronaugh, Geo. W. Williams and L. M. Frier-son were in attendance.

NEW MEMBERS admitted were Gotebo Grn. Co., Gotebo; Duvall-Sappington Grain Co., Laverne; Fletcher Grain Co., Fletcher, and American Milling Co., Elk City.

INSURANCE men included F. S. Rexford and R. T. Blood, representing the Grain Dealers National Mutual Fire Ins. Co., and H. A. Braunagel and his brother, J. A. Braunagel, of the Western Dept. of the Millers Mutual Fire Ins. Ass'n.

The only souvenirs received with thanks were an aluminum pencil given out with the compliments of Carter-Mayhew Mfg. Co., and a Tale Toldin Pictures by the Transit Grain & Com'n Co., and match safe by Mytinger Milling & Grain Co.

THE REGISTRATION was in charge of F. S. Rexford, R. T. Blood and Mrs. F. G. Olson. Identification badges supplied by the Grain Dealers National Mutual Fire Ins. Co. Only 263 registered, the others were too busy to write their names.

THE BANQUET tendered the visitors by the Oklahoma City grain dealers was a most enjoyable affair. A sumptuous chicken dinner was served by Hotel Skirvin. After the cigars were lighted Toastmaster Geo. Curtiss called upon speakers from different parts of the country, all of whom told good stories and won appreciative applause.



Geo. Q. Edmisson came from Englewood, Kan.

From Minneapolis came J. W. Greer, Marfield Grain Co.

Adolph Kempner came as a delegate from Chicago Board of Trade.

Chas. Quinn, sec'y Grain Dealers National Ass'n, came from Toledo.

New Orleans was represented by Geo. S. Colby, chief grain inspector, and C. S. Leach.

FORT WORTH was represented by J. L. Crawford; R. T. Dorsey; V. L. Nigh, chief grain inspector; Leo Potishman.

GALVESTON was represented by H. D. Butts; J. C. Crouch; H. F. Johnson; Thomas F. Shaw; J. F. Ryder; H. A. Wickstrom.

WICHITA was represented by A. F. Baker; O. E. Bedell; Clark Burg; H. L. Chowning; Clyde Claudell; J. B. Geis; Harry Grimm; J. L. Hagler; Dewey Hunter; E. R. Welch.

MACHINERY men included C. E. Christoph, repts. Fairbanks-Morse Co.; A. G. Glick, repts. the Richardson Scale Co., and E. W. Lott of the Carter-Mayhew Mfg. Co., and G. L. Godfrey.

TEXAS was represented by U. F. Clemons, Dallas; H. L. Stover, Waco; R. H. Wagenfuehr, New Braunfels; E. H. Harrison, Hereford; Glen Berry, J. C. Mytinger, J. A. Kell, Wichita Falls.

TWO Kansas City receivers, Wm. Murphy and G. A. Johnson, roomed together until 3:47 a. m. when Johnson turned in a call for "Police! Police!!" All the night prowler annexed was 42 cts. and 7 Swede stories from Knute's trousers.

ENID was represented by S. M. Bird; T. C. Cones; Chas. Cox; D. M. Dodge; B. U. Feunquay; F. L. Godfrey; Roy Hacker; Henry Bird; John Henry; D. H. Johnston; W. B. Johnston; C. O. Nickell; M. C. McCafferty; J. E. McChristy; C. E. Munn; Claud Nicholson; G. Price; W. B. Randels; G. C. Rhodes, Board of Trade Inspector and Weighmaster.

KANSAS CITY was represented by W. C. Fuller; W. B. Lincoln; G. A. Johnson; F. D. Bruce; Tod Sloan, B. C. Christopher & Co.; A. Freeman and W. E. Grogman, Ernst-Davis Comm. Co.; H. J. Smith, Federal Grain Co.; C. V. Fisher; L. A. Fuller; A. F. Neely; A. T. Ingman, Mensendieck Grain Co.; S. H. Miller, S. H. Miller Grain Co.; Wm. Murphy; A. Huttig; F. A. Theis, Simonds-Shields-Lonsdale Grain Co.; E. R. Stripp; V. P. Ryder; S. J. Owens; T. C. Congleton, Watkins Grain Co.; T. M. Woodward.

Oklahoma shippers in attendance included W. M. Black, Arapahoe; A. L. Bond, Bethany; L. E. Bouquet, Woodward; Ed Burson, Chickasha; H. B. Campbell, Welch; G. M. Cassity, Tonkawa; A. C. Chester, Duvall; M. M. Church, Jett; U. F. Clemons, Marshall.

R. W. Davidson, Pocasset; B. O. Davis, Carter; W. W. Deck, Kingfisher; B. E. Dillon, Indianahoma; D. J. Donahoe, Ponca City; Oscar Dow, Piedmont; J. W. Duvall, Laverne; Elmer Estill, Goltry; J. C. Fike, El Reno; C. C. Frans, Ponca City.

R. C. Garrett, Ada; C. L. Greenwood, Mulhall; F. E. Grimm, Douglas; J. W. Grimm, Cherokee; Roscoe Grimm, Cherokee; E. V. Grimmett, Shawnee; Wm. Grover, Lenapah; Wm. Gwyn, Ardmore; B. V. Hamilton, Fletcher; Chas. Herrian, Bison; H. A. House, El Reno; Harry Hunter, Okarche; J. S. Hutchins, Ponca City.

E. W. Johnson, Pond Creek; W. C. Johnston, Pond Creek; G. W. Johnson, Fairview; R. D. Kitching, Chickasha; B. N. Kroeker, El Reno; J. F. Kroutil, Yukon; R. B. Laing, Kingfisher; F. W. Lankard, Kingfisher; E. R. Lehman, Geary; F. R. Linton, Chickasha; C. R. Ludwick, Woodward; S. C. Masters, Watonga; D. E. McAnaw, Elgin; C. McGinness, Alva; C. McIntyre, Renfrow; C. R. McNeill, Thomas; P. J. Messer, Sayre; F. R. Milbourn, Fairland; E. J. Miller, Perry.

R. B. O'Leary, Canton; R. S. Osborn, Pocasset; Gene Peck, Kingfisher; G. W. Raymer, Tonkawa; J. W. Ricks, Ponca City; J. J. Salwaechter, Atlas; Roy Sappington, Laverne; E. M. Scruggs, Hollis; W. E. Shepherd, Hobart; J. E. Shields, Marlow; H. E. Smith, Fletcher; G. H. Snyder, Hinton; J. W. Stewart, Chelsea; L. O. Street, Woodward.

C. S. Tant, Grandfield; W. A. Teter, Woodward; J. Underwood, Ardmore; Daniel Vollmer, Anadarko; F. H. Wallace, Chickasha; E. V.

Mashburn, Shawnee; J. W. Webb, Amber; F. A. Wheeler, Wautonga; W. Winton, Yukon; Fred Zobisch, Hinton; Paul Zobisch, Butler.

## Panhandle Dealers Meet.

The 8th annual meeting of the Panhandle Grain Dealers Ass'n was held in the municipal auditorium at Amarillo, Tex., May 21, with about 100 present when called to order by Pres. E. W. Harrison of Hereford.

Rev. Milo Atkinson, pastor of the First Christian Church of Amarillo, pronounced the invocation, and Mayor Eugene S. Blasdel addressed a welcome to the grain men.

A. Liske, of Canadian, president-elect, responded to the welcome.

Lester Stone, of Amarillo, presented his annual report as sec'y.

Chas. Quinn, sec'y of the Grain Dealers National Ass'n, spoke in favor of the Almon Bill for abolishing war taxes on messages.

Harmon Benton, Potter County Agent, addressed the convention on "Wire Worms and Other Insect Pests." Mr. Benton gave many valuable suggestions in the matter of eradication of the pests.

At the afternoon session R. H. Wagenfuehr of New Braunfels addressed the convention on the subject, "The Miller and the Grain Dealer." He called attention to the spirit of harmony, the cordial relation and co-operation which exists between the miller and the dealer.

Harry L. Kearns talked on the "Proposed Rate Increase in Texas," and his address was given to statistics and figures concerning the traffic problem. He called attention to the temporary cancellation of the Kansas City rate hearing.

W. H. Fuqua, president of the First National Bank, talked along financial lines. He pointed out the matters of importance which should be considered by the grain dealers in their work.

Officers elected for the ensuing year are: A. Liske, of Canadian, pres.; E. N. Noble of Tulsa, vice pres.; Harry L. Kearns of Amarillo, sec'y-treas.; and directors, J. C. Mytinger, Wichita Falls; J. N. Beasley, Amarillo; A. G. Hinn, Plainview; C. R. Slay, Groom; and E. W. Harrison of Hereford.

## The Banquet.

At the banquet tendered the visiting dealers at the Amarillo Hotel J. N. Beasley acted as toastmaster.

Toastmaster Beasley said that he believed speculation had caused much loss in the grain business. He asserted that the dealer who bought grain and sold it did not lose much money. Large numbers of country elevator men have gone broke through buying grain and keeping it in their elevators.

J. W. Jockusch of Galveston said there was too much government interference in the grain business. One thing that worked against the grain dealer was that he was forced to buy wheat on a hasty inspection and had to sell

on close government inspection. This resulted in loss in many instances.

L. F. Cobb of Plainview and Allan Early of Amarillo spoke briefly.

Chas. Quinn touched on the political situation.

The banquet closed early so that a large number of grain men could go to Oklahoma City to attend the convention of the Oklahoma Ass'n.

THE BULGARIAN grain crop reports for the year ending 1922 show the production to be as follows: 37,000,000 bushels of wheat, 7,000,000 bushels of rye, 11,000,000 of barley, 15,000,000 of maize, and 9,000,000 of oats, Consul Graham H. Kemper, Sofia, states. The prolonged summer drought is given as the cause for the failure of the maize crop, which in normal years would be at least 20,000,000 bushels. Judging from the acreage of winter grain sown last autumn and from the favorable weather conditions that have obtained thus far, an average crop may be expected for the coming year.

## Fire That Spread to Entire Plant.

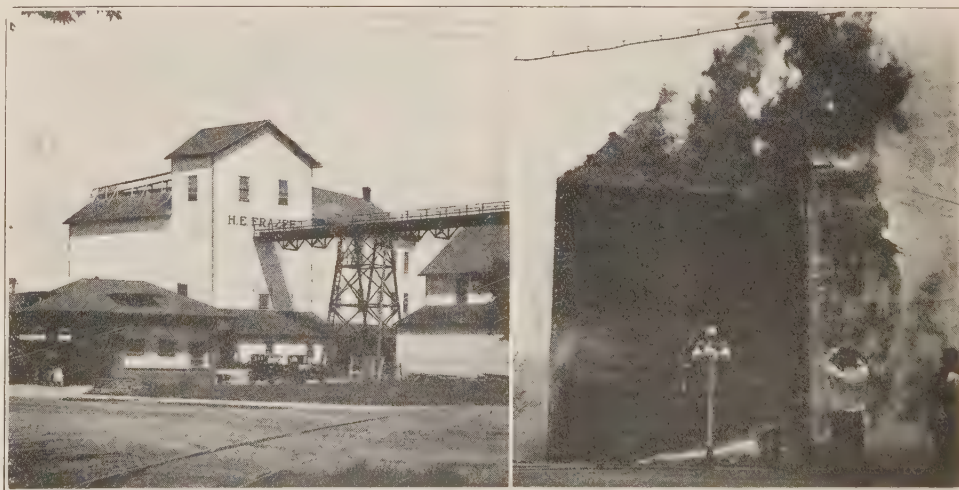
The entire plant of H. E. Frazee at Pelican Rapids, Minn., consisting of 200-bbl. flour mill, 60,000-bu. elevator, 60,000-bu. flat house and flour house, together with part of the water power flume, was destroyed by fire May 3.

The fire originated in the mill above the ground floor and was seen by persons on the street before the men in the mill knew of it. The mill was not in operation. The men were at work in the basement and on the ground floor. The feed mills with elevator heads on the third floor and the flax cleaner with elevator heads on the second floor and in the attic were running.

The feed elevators were of ample capacity and very seldom bothered by choking, and the head shaft was chain oiling and always given careful attention, so that the fire is thought to have started from friction of cup belts or of the drive belt of the flax elevators, or from some foreign material that got caught in the coarse reel thru which the flax runs first ahead of the cleaner, this reel being used to take out the cordwood sticks and monkey-wrenches so as to avoid clogging of the spread feed on the flax cleaner proper. This reel was located on the second floor and just above the flax cleaner on the first floor. After the men learned of the fire it had got so hot it was impossible to get upstairs.

The engraving herewith shows the main part of the plant and part of the flat house as it appeared before the fire, also the elevator in flames. The local fire department had a stream of water on the wall of the flat house nearest the mill but was unable to save it.

Mr. Frazee will build an elevator of moderate capacity, with office, warehouse and feed rooms as well as feed grinding department.



Before the Fire. Burning of Elevator, Flat House and Mill of H. E. Frazee at Pelican Rapids, Minn.



## Letters

[There is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Dillon Plan Can Not Be Done.

*Grain Dealers Journal:* As to the plan of the Montana dealer to give the farmer free storage, advance money without interest and pay the rise of the market I would say it can not be done successfully.—G. J. Brenner, mgr. Farmers Co-operative Elevator Co., Thompson, Ia.

### Dillon Plan Will Work with a Large Business.

*Grain Dealers Journal:* The Montana dealer's plan of advancing money to a farmer to get the farmer's grain for sale or storage free can be followed with success when the elevator has plenty of business; otherwise not. Plenty of business may mean in some instances several hundred thousand bus. of grain handled.—Peter Hanson, mgr. Farmers Elevator Co., of Abdal, Superior, Neb.

### South Dakota Warehouse Law Should Not Be Enforced.

*Grain Dealers Journal:* The passage of the new storage law in South Dakota (Senate Bill 110) has caused much thought on the part of elevator operators whether farmers elevator manager, independent dealer or line house man, and after looking at it from every angle has convinced them that it is practically impossible to handle a grain business successfully under its provisions.

A great many elevators especially in the south part of the State have never stored grain, and are unwilling to do so now, but under this law, every elevator must in order to secure a license to buy grain, file with their application, a bond, based on the capacity of the elevator before they can secure such license.

The dealer's liability under this law is indefinite and unlimited. The law provides that there shall be no language inserted in the storage ticket to in any way limit the liability of the elevator owner. No provision has been made for checking out grain stored even if the storage charges shall have exhausted the value of the grain. You are supposed when your elevator is filled to ship grain out to some terminal bonded warehouse, and as your storage increases past the size of your bond based on the capacity of the elevator, you must take an additional bond to cover the value of the grain even if placed in bonded warehouses.

The law provides for the return of grain to the farmer in case he demands it, if not only the same number of net bushels received, but if grain has not been cleaned an amount additional equal to the number of pounds of dockage taken making no allowance whatever for shrinkage, and will result in every dealer being short at the end of the year. If in the course of business you had issued storage ticket for grain carrying a heavy percentage of dockage, say 15%, and had in the usual course of business shipped this grain and replaced it with grain of the same grade but carrying less dockage, say 5%, you would have to deliver not only the number of net bushels originally stored, but enough more of the grain covered to equal dockage; or in other words the same number of gross pounds of cleaner grain in place of dirty grain received.

In the final analysis it means to the pro-

ducer a lesser price for his grain based on terminal prices, and many have come to the conclusion that this law should not be allowed to go into operation.—J. W. Straup, sec'y South Dakota Grain Shippers Com'te, Humboldt, S. D.

### Profiteering on Lumber.

*Grain Dealers Journal:* The newspapers of last week give a report of the findings of the Federal Trade Commission as the result of its investigation into the Northern Hemlock & Hardwood Manufacturers' Ass'n, in which it is charged that the ass'n, which controls 60 per cent of the production of hemlock and hardwoods in Wisconsin and upper Michigan, has been conducted largely as a price fixing organization for more than 20 years.

This lumber profiteering game is a deep one. None knows just how large this is but the retailer and the heavy buyer. As we buy at wholesale prices for elevator construction and the footage runs into the millions yearly, we are in a position to understand the game fully.

This price fixing story we are in a position to grasp completely. In 1918-19 and 20 when everyone was licensed to play the hold-up game, and everyone knows just how the lumber prices "skyrocketed," we were not at all jarred, as everyone understood this was permitted and there was no recourse for the user. The user of lumber knows the price shot up 100 per cent and in some grades 300 per cent. In 1921 the cost of the off-grades especially, dropped to almost normal, or to pre-war costs. This carried all thru that year and until early in this year of 1923. Suddenly the cost went flying again and we were "hooked" to almost war time costs. We are paying today from 15 to 33 per cent more on some grades than in 1921.

At the opening of the elevator building and repair season the prospects were very good for a large demand of improvements in this line. When prices were quoted the owners simply threw up their hands and said, "We will wait until costs go down." This was not only in cost of lumber—the steel barons were not slow in entering the game and this added a heavy per cent on cost of nails, galvanized plates, reinforcing bars and structural steel.

We could not find a reason why this sudden advance in cost and took the matter of high cost of low grade lumber up with our brokers. They advise the heavy buying from retail yards, some exporting and the shortage on cars for shipment was a good excuse for the trusts to aviate the price and it was done, and they admitted it would be a large factor in curtailing all building plans after we had voiced the same opinion.

In California there was a feeble effort by the press to know the reason of the ridiculous prices paid for common building lumber a short time ago. There was quite a disturbance along this line for a little while. When the facts became public that the sawmill companies owned the ships transporting lumber to the loading or unloading docks, and owned the docks also, the matter passed into history.

It being necessary for the writer to make some improvements there on a cotton ranch and irrigating system requiring lumber and cement, he was appalled at the cost of common lumber. He found the same kind and grade there cost more than delivered here in any grain growing states on a 60 to 70 cent rate of freight, some of it more than twice the cost. Evidently this was too great a problem for the dealer or user to attempt to tackle and gave it up. The dealer, we find the manufacturer controls the retail yards in that country, or it is so reported; so one can see about how far one would get in the endeavor to reduce cost to a reasonable level.

If an independent lumber company makes their own price and sells the goods, the trust compels them "to come in" or breaks them. This is proven by retail lumber dealers.—J. F. Younglove.

### L. H. Powell Again Honored.

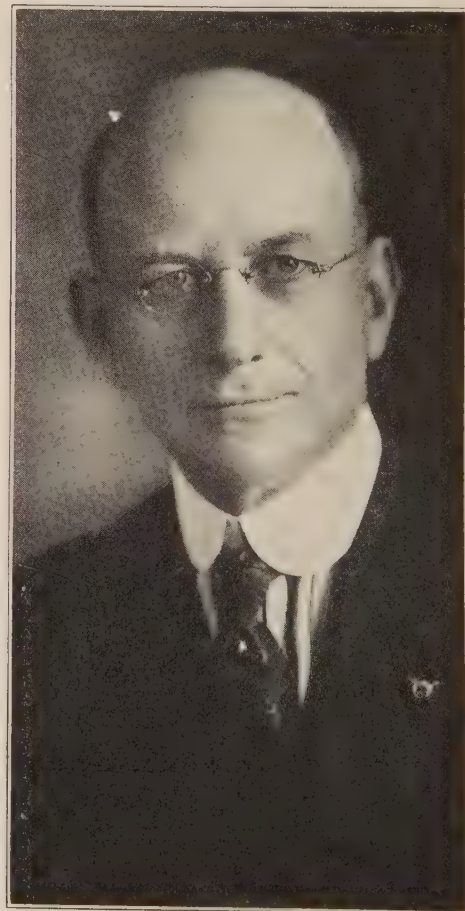
Although L. H. Powell had served the Wichita Board of Trade as president two terms before he was recently re-elected to head this enterprising organization, the active members induced him to accept the presidency for another term.

Mr. Powell, for years manager of the Wichita Terminal Elevator Co., was made its president several years ago. He has long been closely identified with the financial and industrial life of the city, and has always been highly regarded for his good judgment, discretion and extreme fairness.

His close identity with every move insuring broader and greater commercial activity for Wichita shows the great confidence his fellow-citizens have in his ability. He has long served the Board of Trade and one of the leading banks as a director.

Mr. Powell is interested in the operation of country elevators at Eldorado, De Graff and Pontiac, and his company merchandises grain and handles consignments in the Wichita Board. His business methods have always won the confidence and respect of his brother dealers. The high esteem in which he is held is but faintly reflected by the honors thrust upon him.

FEDERAL INSPECTION of all hay arriving in Chicago for members of the Chicago Hay Exchange is provided for in an agreement made with the U. S. Dept. of Agriculture. The Chicago Exchange was one of the first organizations in the country to have Federal inspection. The original arrangement provided only for inspection when requested by dealers and now the Exchange considers it advisable to have all hay inspected hereafter. H. H. Whiteside, the present federal licensed hay inspector, will continue as chief inspector, and arrangements are being made for an additional inspector. The inspectors will be located at the offices of the Bureau of Agricultural Economics.



L. H. Powell, Wichita, Kan.,  
Pres. Elect Board of Trade.



# Effect of the Capper-Tincher Law on the Cash Grain Trade

From an Address by H. J. Smith, President of the Kansas City Board of Trade, Before the Oklahoma Grain Dealers.

The so-called Capper-Tincher Bill makes comparatively little reference to, and will have very little bearing on the cash trade except indirectly through the effect the operation of the law will have on the hedging facilities.

**Origin Present Grain System:** Prior to the development of a hedging system, the handling of what then appeared to be a material quantity of grain was on the basis of what we would consider very wide margins with sharp and material fluctuations in comparatively short times and wide variations in different sections. These conditions undoubtedly became so unsatisfactory as practically to compel a radical change in the methods, and the hedging system, probably in a very crude way, was brought into play. The increase in volume in both merchandising and commission lines has tended to develop that system until we have what we consider the most economical, efficient and fair method of marketing grain that is possible under the circumstances, and certainly much more so than that used in other somewhat similar lines.

**Policing:** A system as delicate and well balanced and representing such enormous amounts of capital very easily lends itself to abuse, and there is no question but what during the history of grain markets there has been a great deal that could much better have been eliminated, but the very nature of the business makes it necessary for utmost caution in changing material matters.

I have seen some important rules and regulations inaugurated by our market that have produced some most important and unlooked for results. I mention this because we feel that this subject has been acted upon by our Government without proper consideration as to the ultimate results.

**Exchanges Desired Legislation:** One of the greatest problems of the Grain Exchanges was the attitude of some courts, not all of them by any means, but some of them, that trading in futures was an illegal operation and could not properly be enforced by law. In this particular instance the problem was to legalize future trading and the present system of handling the grain in its entirety without bringing upon the trade restrictions and regulations that would cause it to cease to function in its satisfactory manner. A very large part of the Grain Exchange members were in exactly that frame of mind when this agitation for governmental regulation began, and they are still of the opinion that there is a grave possibility that governmental supervision and regulation is going to do more harm than good.

I want to emphasize the fact that there is nothing in the law prohibiting trading in futures either as hedges or in a speculative way, nor is there a limit as to the amount in which any individual or firm may trade, and the Secretary of Agriculture has repeatedly volunteered the information that it is not his intention to interfere with trading in futures except in cases of attempted manipulation.

The Grain Exchanges appointed what is known as a Legislative Executive Committee, whose duty it was to keep in close touch with Congress and to be sure that the framers of legislation should be fully conversant with the facts. The result of this co-operation with Congress was that this committee agreed for the Exchanges that while they doubted very much if it could be done successfully, nevertheless they would attempt to operate under a law giving the Government direct supervision and sufficient authority to prevent any material abuses, but providing that there should be nothing in the law to change materially the present system, and particularly to interfere with a complete enforcement of the present commission rules.

From section 4 of the new law you will readily see the process by which the Government has arrived at a means to permit the Exchanges to function, subject, however, to certain definite regulations set out in the law itself, and such additional regulations as may be set up along certain lines by the Secretary of Agriculture.

**Section 5** authorizes and directs the Secretary of Agriculture to designate Boards of Trade as "Contract Markets" when such Boards comply with the following conditions and requirements:

"(A), when located at a terminal market where cash grain of the kind provided for in the contracts of sale for future delivery is traded in sufficient volume and under such conditions as fairly to reflect the value of that kind of grain, and where there is available to such Board of Trade official inspection approved by the Secretary of Agriculture."

So far as I know all of the exchanges are already in full compliance with this paragraph.

"(B), when such market provides for the making of reports and the keeping of a per-

manent record covering such trades as may be required by the Secretary of Agriculture."

"(C), when the Board of Trade provides for the prevention of dissemination by its members of false, misleading or knowingly inaccurate reports or statements that might affect the price of grain."

Rules to this effect are already on the books of the Exchanges.

"(D), when the governing board provides for the prevention of manipulation or cornering of any grain."

This is a rule that has long been on the books of all the Exchanges, and I know has been called into play at different times in the Kansas City market, and probably in the others, but here again is a very delicate proposition. It necessitates the distinction as between legitimate hedging or investment and a deliberate attempt to make someone pay an unreasonable price to be relieved of a contract into which they may have become involved innocently or in an attempt to secure abnormal and unnatural profits. For instance, it is one thing for a man to own a given amount of any future if it is as a hedge against sales already made or sales that may be reasonably in prospect to be made, or even that the owner of the future may really want to own the grain in that particular position.

Vast quantities of grain have been accepted as delivery against future purchases as the most convenient and desirable way of becoming the owner of grain of that grade simply as an investment and when the prospective owner had no definite ideas as to what ultimate disposition he would make of it. On the other hand, there might be instances of ownership of futures which might very naturally be assumed to be against sales, but which in reality are nothing of the sort and have been made simply because a purchaser believes that the seller cannot make a delivery except at heavy loss.

You will readily appreciate that it would be a very difficult matter to make the trading public feel sufficient confidence that their trades would be permitted to work out without interference unless it was the attitude and practice of the Exchange officials to interfere only when they were absolutely and positively sure that interference was proper.

There has never been any contention by the Kansas City market, and the same is true of other markets, that representatives of producers could not be members, in fact, we have had three such members in the Kansas City market for some time, they, however, joining on the same basis as anyone else, namely, that they would abide by and live up to all rules. Now if the actual operation of these co-operative companies accomplishes any material saving to the producers, it is bound to be at the expense of the other commission firms and ultimately drive them out of business.

A grain market to function properly and to be successful must be evenly balanced as to receiving and shipping agencies. If one of these agencies predominates to such an extent as to destroy the other, the market automatically ceases to function. It is fair to assume that these Grain Exchanges could not have attained their present position in becoming the agencies in marketing the vast quantities of grain that have passed through these channels except they had been built upon a logical, reasonable and fair foundation. As a matter of fact, they are but the outgrowth of a demand and necessity for some system of handling this enormous business and could not have reached their present dimensions unless their system were better than any other that had been proposed.

There is no desire on the part of Exchanges to deny a producer the right to dispose of his grain in any way he sees fit, and they have never attempted to attract his business to the Exchange except on the basis that it was the most economical, practical and desirable method from the producer's standpoint. Competition among members of these Exchanges is so keen that there is no possibility of abnormal profits. Generally speaking, the gross profit in the business of a member of a Grain Exchange is less than two (2) per cent and is smaller than in any other line of business that can properly be compared with it. This is possible only by reason of the volume that the individual firms can handle, and that volume is possible only by reason of the elimination of risk as provided in the present hedging system.

We hope that our fears in connection with this section of the law will prove groundless, but there is no question but what the possibilities of its bringing about a disintegration and eventual destruction of the markets are there, and if the markets are destroyed we are quite sure that no other system to handle the grain as economically and satisfactorily will be found.

Section 6 of the law provides for a Commission by which markets can be suspended or their designation as a "Contract Market" canceled and for proper appeal to the United States Courts. It also provides methods for the punishment of individual violators of the law by prohibiting the "Contract Market" Exchanges from permitting such violator to use the facilities of their Exchanges after the Exchanges have been notified to that effect by the Secretary of Agriculture.

**Section 9:** I want to call your particular attention to Section 9, because it has reference to persons not members of a market who shall illegally use the mails, telegraph, telephone or other agencies and provides penalties therefor.

The Supreme Court in its recent decision made the statement that they would not pass on the legality of this section until someone was charged with an offense under it.

The effect the law may have on the cash grain trade is almost unlimited. If the operation under the law does not affect the material angles of the present system of handling grain, there will be no effect as to the handling of cash grain. On the other hand, if the business of the Exchanges is materially affected in volume, it will undoubtedly result in comparatively wild markets, and that in turn will necessitate more caution and more margin, with probably less volume per firm in the cash business. No question, these probabilities are in the minds of some very important interests who have been industriously attempting to destroy the hedging system for several years.

The Grain Exchanges are very apprehensive that an observance of the present law will so affect their operations as to reduce their value as a part of the merchandising system of farm products and may so seriously affect them as to make them worthless.

**VIENNA, AUSTRIA.**—The European wheat trade displays evidence of a healthier condition as native stocks diminish. According to the London Corn Circular, France must import from 22,000,000 to 24,000,000 bus. of wheat before the next harvest, Italy must import 26,000,000 bus., and Germany must import 7,400,000 bus. During the period from August 1, 1922, to April 14, 1923, imports of wheat into Europe were 20,000,000 bus. more than during the corresponding period of the cereal year 1921-22.—A. P. Dennis, special representative U. S. Dept. of Commerce.

## Nine Grain Exchanges Designated for Future Grain Trading.

Under the Grain Futures Act of September 21, 1922, 9 grain exchanges, after revising their by-laws to conform with its provisions, have been designated by the Sec'y of Agriculture as contract markets to continue trading in grain futures.

In October, immediately after the passage of the act, the Los Angeles Grain Exchange, the Grain Division of the San Francisco Chamber of Commerce, the Milwaukee Chamber of Commerce, and the Open Board of Chicago applied for designation. Later the constitutionality of the act was tested in the courts and no more applications were made until the act was upheld by the United States Supreme Court on April 16, 1923. Since that date, the following exchanges have been designated as contract markets: Minneapolis Chamber of Commerce, Chicago Board of Trade, Kansas City Board of Trade, Duluth Board of Trade, and the St. Louis Merchants' Exchange.

The Toledo Produce Exchange, one of the oldest grain exchanges, decided not to make application for designation for trading in grain futures, but will continue to deal in futures of clover and timothy seed. Other grain markets in various cities deal in cash grain and are not embraced in the Grain Futures Act.

"The act places no check on any individual in buying, or selling short, for ordinary speculation," says the U. S. Dept. of Agriculture in its circular of May 12. "One of the chief purposes of the act is to curb manipulation and operations of big professional speculators who may by their trading improperly influence prices. It also makes it possible for the Government to demand that the designated exchanges take precautions to prevent their members from issuing false or misleading statements which might have a tendency to influence prices or trading. In short, the purpose of the act is not to interfere with normal and proper future trading, but to stop abuses."



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CALIFORNIA.

Chico, Cal., May 7.—Wheat acreage here is about 25% less than last year. Barley acreage about the same as last year. The growing grain is doing well, harvest will begin in about 2 weeks.—B. K. Russell, mgr. of the Northern Star Milling Co.

### GEORGIA.

Pelham, Ga., May 8.—There is a very short crop of feed in this section at this time; however, the outlook is fairly good for another crop of corn.—The Hand Trading Co.

### IDAHO.

Nezperce, Ida., May 12.—Rather early in season to predict what may develop; crop nearly all planted. Conditions fair.—J. G. Wright of Wood & Wright Co.

### ILLINOIS.

Gridley, Ill., May 16.—Corn is mostly planted; same acreage.—W. D. Castle.

Springfield, Ill., May 23.—Much corn has been planted and a considerable amount is up, but the weather has been too cool for proper germination and growth. Field work has been delayed by wet soil. Some corn will be replanted. Winter wheat shows improvement since the rains. Its condition averages good in the central division, but only fair elsewhere. It is heading in the vicinity of Cairo. Oats, meadows, and pastures are backward, but have improved since the rains.—Clarence J. Root, Meteorologist.

Carmi, Ill., May 22.—Our growing crop of wheat on an average has been quite promising but the hessian fly has developed, and some of the wheat is falling now and I fear we will be greatly disappointed in the final result of the crop. Many farmers who have been reporting their crop as fine are now claiming about half crop or less. Our acreage is about as usual, decreasing perhaps a little each year, but I think our corn acreage for this year will be greatly increased over last year, and farmers seem to be getting this planted under favorable conditions.—Wm. C. Smith.

Springfield, Ill., May 19.—The general condition of Illinois field crops has shown substantial improvement during the past two weeks. Extensive light to heavy rains have relieved the dry top soil conditions for the present, but subsoil moisture continues more or less deficient with some exceptions in the extreme southern counties. Except in the southern counties, where fields have been rather wet, soil conditions have been nearly ideal for working until the recent rain interruptions. Farm work has shown better than average progress. All growth is later than usual, due to the unfavorably dry and cool spring season, but has been showing more rapid development since recent rains. The condition of grain crops is now reported fair to good over most of the state with hay and pastures reported as poor to fair. Reports from the broomcorn district indicate that planting is now general on an increased acreage for this season. Insect damage has been negligible to date. Plowing for corn is nearing completion. Early wheat showing up well. The prospect is up to average or slightly better in the heavy acreage areas of the central and southwestern portions of the state, but less favorable in the northern and eastern areas. Oats acreage reports indicate little change in the state acreage from that of a year ago. Fields are greening up rapidly, somewhat spotted but mostly a fair stand.—A. J. Surratt, agricultural statistician.

### INDIANA.

Milroy, Ind., May 21.—The growing wheat is much improved thru this part of Indiana during the past 2 weeks and we anticipate a yield to average 15 to 16 bus. per acre.—T. E. Allen, general mgr., Milroy Milling Co.

### KANSAS.

Lincolnville, Kan., May 17.—Wheat is spotted but will be fair.—H. Conrad.

Ogallah, Kan., May 12.—No wheat in Trego County this year.—L. Nixon.

Carden, Kan., May 17.—Wheat looks fine in our territory.—J. E. Andrews.

Winifred, Kan., May 17.—Wheat is thin but will have a fair crop.—I. B. Walker.

Baileyville, Kan., May 18.—Our wheat acreage is fully 100 per cent, but the condition is not over 75 per cent.—E. N. Bailey.

Minneapolis, Kan., May 12.—Growing crop good, during last week not looking so good; some believe considerable damage done by last freeze, too early yet to determine this, but need moisture.—Wolfspurger Elvtr. Co.

Minneapolis, Kan., May 15.—Growing wheat in this locality is fine.—John Hartley.

Englewood, Kan., May 21.—Wheat will be but 25% of a crop. Acreage is but 25% of last year.—G. I. Edmundson.

Abbeyville, Kan., May 9.—Wheat looking fair. Not much grain of any kind left on the farms.—Jas. Gagnelin, mgr., Equity Union.

Canton, Kan., May 17.—Crops are fair, but will not be the bumper we expected earlier in the season.—T. W. Smith, Canton Grain Co.

Pratt, Kan., May 19.—With an average acreage and a normal condition we have encouraging prospects for good crop of wheat.—J. H. Magruder.

Wichita, Kan., May 19.—We get crop reports regularly from our forty elvtrs. and to the best of our knowledge the state will produce 90,000,000 bus of wheat.—J. W. Craig.

Galva, Kan., May 18.—Our wheat acreage is large but at least two-thirds of it has declined rapidly during the last 2 weeks. The stool shrivels and turns yellow.—Ben Nelson.

Levant, Kan., May 17.—Our wheat acreage is about 75 per cent of normal, but the condition is not over 65 per cent. I believe we will have 112 per cent of a corn acreage.—G. W. Johnson.

Wellsville, Kan., May 18.—The chinch bugs are doing a lot of damage to our wheat. It is going backwards every day notwithstanding the work of the bugs is checked by the cool and rainy weather.—E. P. Burnett.

Atwood, Kan., May 4.—Three inches or more of rain here the past week has thoroly soaked up the ground, but came too late to benefit fall plowed wheat as it had very nearly all blown out. Stubble wheat is making fair progress but weeds are sure going to be a menace. Lots of oats and barley were sown and looks good altho we must have warmer weather. Lots of corn will be planted. Will be the largest acreage ever in Rawlins County. Very little wheat moving now as it is about cleaned up.—J. A. Bowles, mgr., Atwood Equity Exchange.

### MINNESOTA.

Fairmont, Minn., May 10.—Oats up and corn planting in full swing. Soil conditions excellent. Twenty per cent corn and 30 per cent oats still in first hands with good demand from local feeders.—Martin Overly, mgr., Fairmont Farmers Co-op. Elvtr. Co.

Minneapolis, Minn., May 16.—Our reports from southern Minnesota and South Dakota indicate that wheat shows an excellent stand, good color and is from four to six inches high. Oats and barley also show a good condition. Cold weather has retarded the top growth, but has a tendency to develop strong roots. Corn planting is general and in extreme southern districts has been completed at some points. Some early sown flax is beginning to show through the ground. In North Dakota and Montana we are advised that probably all wheat and durum seeding that is contemplated will be completed by the 20th of May. Seeding of oats and barley is well under way. In the southern parts of these states early sown grain is from two to four inches high. Some flax has been sown in the central portion of North Dakota. We understand there will be an increased acreage planted in corn. Winter rye shows a decided improvement in the northern and central districts, but in the Red River Valley the crop has made a poor start. Except for a small area in north central Montana, the entire territory has sufficient moisture for the proper germination of seed and to carry the crops for some time. The backward season, however, makes an abundance of warm and favorable weather essential to satisfactory development.—Van Dusen-Harrington Co.

### MISSOURI.

Liege, Mo.—We have not raised a good crop here for three years, and altho wheat now is normal it is literally alive with chinch bugs.—Farmers Co-op. Ass'n.

### NEBRASKA.

Shelby, Neb., May 12.—Wheat is 60 per cent of crop.—M.

Hooper, Neb., May 18.—Season about 2 weeks late here. Too much rain; no corn planting done.—X.

Venango, Neb., May 7.—The crops are looking better every day and some of the wheat that we thought would not make anything a few weeks ago is going to come out and make a fair crop under favorable weather conditions. Have had plenty of rain in the past 2 weeks.—J. M. Fulton, mgr., Reimer-Smith-Fulton Co.

### NEW YORK.

Arcade, N. Y., May 10.—Very late spring. Farmers are just starting to drill grain.—C. E. Buchman.

### OHIO.

Jackson Center, O., May 11.—The wheat crop is practically a failure thru our territory. Most of this ground being sown in oats. Clover crop about half gone. Corn planting progressing nicely with a very large acreage.—J. M. Pence.

### OKLAHOMA.

Woodward, Okla.—Wheat acreage 100%; condition 100%.—Bouquot & Ludwick.

Chickasha, Okla., May 23.—Wheat is good in spots and poor in spots.—F. R. Sinton.

Garber, Okla., May 21.—Wheat is 85% of a crop. Condition is good.—R. M. Raulston.

Piedmont, Okla., May 22.—Oats has been frozen out. Wheat is in good condition.—Oscar Dow.

Anadarko, Okla., May 23.—Wheat is 100% better than last year. Acreage is light.—Daniel Vollmer.

Canton, Okla., May 22.—The wheat acreage 95%, condition 80%. Farmers' Co-op. Ass'n.—R. B. O'Leavy, Mgr.

Tonkawa, Okla., May 22.—We will have about 50% of a crop. Acreage is smaller than last year.—G. W. Raymer.

Chickasha, Okla., May 23.—There is 10% more acreage of wheat over last year. Condition is fine.—R. D. Hutchings.

Marshall, Okla., May 23.—Wheat is very thin. The freeze of 40 days ago cut the prospects at least 50%.—U. F. Clemons.

Enid, Okla.—Our wheat acreage is fully 100%; condition good and improving.—G. C. Rhodes, Chief Inspctr. and Wghmstr.

Indianapolis, Okla., May 22.—There will be very little wheat in our territory, more acreage being turned to cotton.—B. E. Dillon.

Hinton, Okla., May 22.—Crops are good, with acreage about the same as last year. Condition is a little better than last year.—Fred Zobisch.

Cherokee, Okla., May 22.—Our wheat acreage is normal; condition 80% of an average. It has deteriorated the last two weeks. Cherokee Mills.—R. Grimm.

Tonkawa, Okla.—Wheat acreage 90% of last year, condition not over 60%. We expect a normal crop of hard wheat.—Cassity Grn. Co., G. W. Raymer, Mgr.

Fletcher, Okla., May 7.—Have fair prospect for a wheat and oat crop here. Corn is looking fine. Have been having nice rains.—H. G. Smith, mgr., Fletcher Grain Co.

Pocasset, Okla., May 22.—Wheat is of average acreage and condition is better than at this time last year. The crop, however, is not up to the ten year average.—R. W. Davidson, Pocasset Grain & Elevator Co.

### SOUTH DAKOTA.

Aurora, S. D., May 21.—Crops looking fine since last rain of May 19.—H. B. Severson, mgr., Aurora Farmers Elvtr. Co.

Colton, S. D., May 18.—The seeding of small grain is completed and corn planting is in full swing; there is a question as to whether the early sowed flax will revive after the recent frosts; other grains are not damaged to any extent.—A. C. Wetttestad, mgr. of the Farmers Elvtr. Co.

### TEXAS.

Fort Worth, Tex., May 9.—It is now estimated that Texas will produce about 15,000,000 bus. of wheat this year. Our Mr. Potishman in an automobile trip over the entire Panhandle found prospects in around the towns of Plainview, Lorenzo, Ralls, Crosbyton, Abernathy, Hale Center and Aiken splendid and the wheat



acreage has been increased about 25% over last year, and the stand could not be better at this time of the year. Wheat is not so good around Clovis, Wildorado and Vega as in the Plainview section, but they think they will produce about the same as last year, with a big increase in acreage in milo, kafir and oats. Booker, Perryton and Spearman have been helped a great deal by recent rains and will raise more wheat than expected, larger acreage than any previous year, also larger acreage of barley than ever before. Season is good and still getting occasional rain. An elevator at Spearman shipped 80 cars of wheat last year and will ship twice that amount this year.—Transit Grain & Commission Co.

## WYOMING.

Albany, Wyo., May 6.—Average amount of grains to be sown for home use only.—A. G. Richards.

GLASGOW, SCOTLAND.—Wm. Maclay, formerly pres. of the Glasgow Corn Trade Ass'n, died recently. He was one of the oldest members of the grain trade.

The three cases mentioned are a sufficient excuse for a request by a broker, without giving offense to the customer, for the requirement of such an authorization as is satisfactory to the broker. The broker takes the risk and he is the one to dictate to the farmers company the terms and exact language of the authorization.

## Protection From Hot Bearings?

*Grain Dealers Journal:* Replying to the query in May 10 issue, relative to hot bearings in elevator, I would say from experience we find the very best for this purpose is rigid pillow block with a 2-inch hard grease cup.

If the cup is screwed down occasionally, it forces the dust and the grit out. If it is not screwed down and becomes worn, the grease will flow to the shaft. Soft oil in any bearing is "bunk." Simply runs out as fast as you can pour it in.—Younglove Construction Co.

THE RICE CROP of Korea for 1922 yielded an increase of 3,500,000 bushels over that of last year. The area sown to rice in 1922 was very little greater than that of 1921.

# Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## Liability for Undercharge?

*Grain Dealers Journal:* In August, 1922, we bought several carloads of Nebraska corn. When this corn arrived the agent assessed us freight at the rate of 47½c cwt., this being the freight rate from certain Nebraskan points according to his understanding of the tariff. It now develops that the auditor of the Santa Fe writes our local agent that the correct rate should have been 55c cwt. and that we must pay the difference in freight.

Now we sold all of this corn and priced same according to the 47½c freight rate. Are we liable for payment of this difference?—David Hoch, Albuquerque, N. M.

**Ans.:** Unfortunately it is true the grain dealer has no recourse but to pay the correct rate, and must pay the difference.

Before doing so, however, make sure that the rate is correct. On any shipment that has already moved the Interstate Commerce Commission, Washington, D. C., will give an official quotation, on request, the shipper stating when the shipment started, the point of origin and destination, addressing the inquiry to Geo. R. McGinty, sec'y, Washington, D. C.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

## JULY WHEAT.

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
Chicago	117½	115½	114½	115½	115½	117½	117½	116½	115½	116½	118½	117½	117½
Kansas City	109½	107½	107½	107½	107½	109½	110½	109½	108½	108½	111½	110	109½
St. Louis	114½	113½	112½	113½	113½	115½	115½	113½	113½	114½	116	115	115
Minneapolis	123½	122½	120½	121½	121½	123½	123½	121½	122½	122½	124½	122½	122½
Duluth (durum)	112½	111	110½	110½	110½	112½	112½	110½	110½	110	111½	110½	110½
Winnipeg	119½	118½	118½	118½	118½	119½	119½	119	119	119½	120½	120½	120½
Milwaukee	117½	115½	114½	115½	115½	117½	117½	116½	115½	116½	118½	117½	117½

## JULY CORN.

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
Chicago	79½	78½	78½	78½	79	81½	80½	80	79½	79½	80½	79½	79½
Kansas City	76½	76	76	76½	77½	79½	79½	78½	77½	77½	78½	77½	77½
St. Louis	81	80	80½	80½	81½	83½	82½	81½	81½	81½	81½	81½	81½
Milwaukee	79½	78½	78½	78½	79	81½	80½	80	79½	79½	80½	79½	79½

## JULY OATS.

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
Chicago	43½	43½	43½	42	42½	43½	43½	42½	42½	42½	42½	42½	42½
Kansas City	44	43½	43	42	42½	42½	42½	42½	42½	42½	42½	42½	42½
St. Louis	46½	45½	45½	44	44½	45½	46	45	44	44½	45	44½	44½
Minneapolis	39½	39½	39	37½	37½	38½	38½	37½	37½	37½	38	37½	37½
Winnipeg	50½	50½	50½	49½	49½	50½	49½	49½	49½	49½	49½	49½	49½
Milwaukee	44	43½	43½	42	42½	43½	43½	42½	42	42	42½	42½	42½

## JULY RYE.

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
Chicago	78½	76½	76½	74½	76	78½	78½	78½	76½	78½	79½	77½	77½
Minneapolis	73½	71½	71½	70	71½	72½	73	72½	71½	73½	74½	72	72½
Duluth	75½	73½	73½	73	74	76½	76	75½	74½	75½	76½	74½	74
Winnipeg	81½	79½	79½	78½	79½	79½	79½	78½	77½	80½	81	79	79

## JULY BARLEY.

	May 10.	May 11.	May 12.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 21.	May 22.	May 23.	May 24.
Minneapolis	57½	57	56½	57	57½	57½	58½	57½	58	58½	58½	58½	57½
Winnipeg	58½	58½	58½	58½	58½	58½	58½	58	57½	58	58½	57½	57½

## Trading in Futures for Farmers Managers?

*Grain Dealers Journal:* On page 595 issue of May 10, last paragraph, you write as below:

IN THREE CASES in Illinois recently ..... If these decisions are not reversed on appeal the farmers' elevator companies will find it difficult to get their legitimate hedging orders executed without having each separate order signed, sealed and approved by all the officers and each director of the company.

Now, do you think this an absolutely fair statement to make? We do not know of the cases to which you allude, unless perhaps the Kempton, Ill., case is one. We do not know even the names of the others, but it seems to us that the commission house handling these "futures" trade for farmers elevator companies could be protected by a general letter from the officers and directors of the farmers companies with an attested copy of the minutes of the organization instructing such commission house to execute trades to the extent of a specified quantity of "open trades" and to an extent not involving more than a stated amount in dollars, and that it would not be necessary to have an instruction signed, sealed and delivered on each individual transaction.

Some protection is due both to commission houses and elevator stockholders, and it seems to us that it is in your province to aid in bringing this about, rather than to make such sweeping statements as made in this instance. —A. Brandeis & Co., Louisville, Ky.

**Ans.:** There is no question that the farmers elevator company would be bound by an order signed by the manager and approved by all the officers and each director.

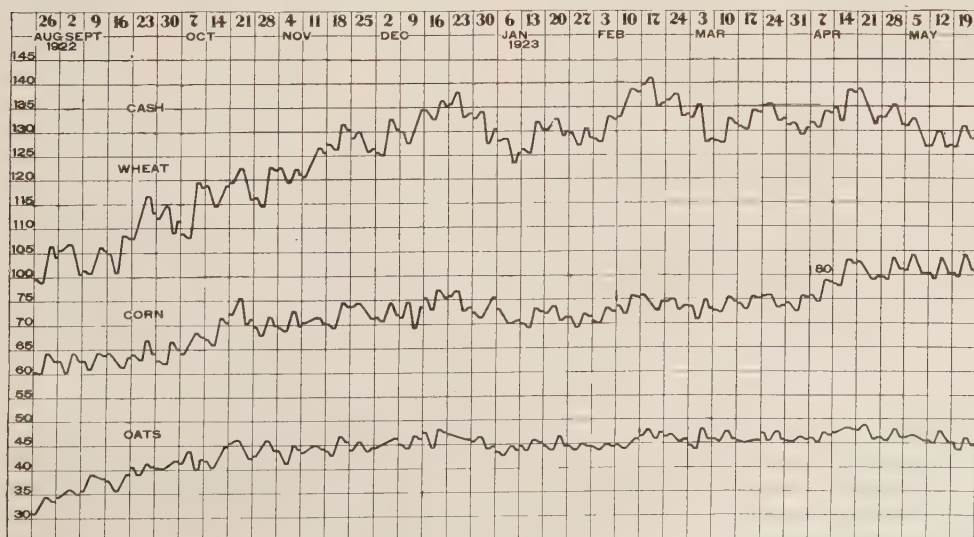
Just how much less than this would protect the broker we are not prepared to say. When a company, whether farmers or independent, tries to repudiate a legitimate trade it is difficult to have the general instructions starting the account so worded as to prevent repudiation thereafter.

Even if the general instructions authorized trades in futures the directors might plead their authorization covered only hedging transactions; and how is the broker to know if the grain is in the house or contracted by the manager from the farmers?

Continued in middle column, this page.

## Cash Wheat, Corn and Oats Fluctuations from Aug. 19 to May 19.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.





# Kansas Ass'n Holds 26th Annual in Topeka

The 26th annual convention of the Kansas Grain Dealers Ass'n was held at Topeka, Kan., May 16 and 17 with headquarters at the National Hotel. By noon of the first day 223 members and visitors had registered.

The first session was called to order by Pres. S. P. Wallingford, Wichita, at 10:45 a. m., in the beautiful Memorial Hall, and the assembly sang "America," "Smile Song" and a parody to the tune of "Smiles."

J. B. Price of the Chamber of Commerce, welcomed the dealers to Topeka, and expressed the opinion that if more and more of the business men of this country would get together and hold meetings and conventions there would be less need for governmental interference with business. In defining business, he said, "Business is an organized method of supplying human wants."

Pres. Wallingford in an informal address, declared the Kansas ass'n to be the strongest ass'n of its kind in the United States and gave full credit to E. J. Smiley of Topeka, whose work as secretary for the past 26 years has been of the highest order. "The farmer," he continued, "is in worse condition, especially in western Kansas, than he has ever been. He cannot get right prices for his products in comparison with the prices he must pay for machinery, labor, and other necessities, and it is up to the grain dealer to champion his cause at every opportunity. The farmer does not need the government loans that are offered, but he does need stabilized prices. The Farm Bloc has been working here and there in its so-called endeavors to help the farmer, but as yet it has accomplished nothing of a tangible value. If the solution to the problem is thru legislation, I wish Congress would do something for the farmer in an organized manner."

A. L. Scott, Pittsburg, suggested the adoption of a code of ethics to govern the Kansas dealers in their business transactions, and further suggested that a com'te be appointed to draw up the rules and present them at the next annual convention.

Sec'y Chas. Quinn of the Grain Dealers National Ass'n, explained that the preamble of the ass'n's constitution contained such provisions and Sec'y Smiley supplemented his statement by stating that the constitution of the Kansas ass'n included word for word the preamble of the national ass'n and that he believed that would suffice. Mr. Scott then withdrew his motion.

Because of the light attendance, less than 50, the session adjourned until 1:30 p. m.

## Wednesday Afternoon Session.

With an attendance of 100, the second session opened at 1:50 p. m., with the assembly singing The Mummy and the Apple Pie songs.

"The Legislative Situation" was very thoroly explained by Sec'y Chas. Quinn of the Grain Dealers National Ass'n. He told of the work accomplished by Henry Goemann, chairman of the com'te to attempt to secure a reduction of telephone and telegraph rates. The com'te held a meeting in Chicago in conjunction with other trade ass'ns and it was decided to interview the heads of the telephone and telegraph companies at New York City. The officials received the com'te in conference and gave figures from books of the companies to show that the costs of maintaining business had increased in proportion to the increase of rates, and furthermore that the Interstate Commerce Commission had control over the rates charged for service.

Mr. Goemann's com'te then decided to obtain correct figures of the telephone companies'

costs from a reliable source. It was found that it would cost \$3,500 to do this, but it was necessary to get these figures to present a sound case to the I. C. C. in attempting to get the reduction in rates. The Grain Dealers National Ass'n offered to contribute \$1,000 to the fund if other ass'ns would furnish the balance, but letter after letter sent to the affiliated ass'ns brot no response, so that is where the matter rests today. It seems that the other ass'ns which would benefit as much as our ass'n thru the reduction, are not interested in the matter sufficiently to give their financial assistance.

In this connection, I want to bring to your attention Congressman Almon's Bill H. R. 9933. This bill provides for the abolishment of the 15 per cent war tax on telephone and telegraph rates. It was introduced in the last session, but not passed and it will be introduced again for passage when the Congress assembles next December. I wish that all the Kansas dealers would ask their Congressmen to support the bill as it will mean a 15 per cent reduction in your own telephone and telegraph bills.

ATTACKS are now directed against the middleman and much legislation is being passed to hinder him in the conduct of his business, but none of it helps the farmer for whom the bills were primarily passed. These bills will not aid the farmer in paying the debts he has accumulated in the past few years. The tariff is of no use to the farmer unless the country becomes an importing consumer, for not until then will the price of wheat rise to the level of the tariff wall. The farmers' only relief is to raise less wheat. The campaign to eat more wheat will not be of much value because the United States is consuming less wheat each year. The farmer has been hard hit, but so has the grain dealer. Our national ass'n lost 450 members last year and of this number 300 "busted."

CONGRESS can and will pass laws to establish warehouses thruout the country for the farmer to store his products in until the price advances sufficiently to allow him to sell at an inflated price. Whose money will build the warehouses? The taxpayers will be the ones to do it. Is it fair to use the money of the consuming public to enable the Farm Bloc to promote warehouse schemes to help one class at the expense of the others? A howl from coast to coast would be heard if the government built large cold storage plants for the packing companies to store products in until the price had advanced to a price to suit them. Yet the comparison is a fair one, for the warehouse law amounts to just that much and it should be killed before it makes any headway.

"Where American Business Stands" was the subject of Hon. A. F. Williams, United States District Attorney. "The country is not suffering from too much politics but from too little politics. I say what I believe and I am not afraid for my job. The whole trouble with the country today is that all men are passing the real work onto 'George' with the result that a bunch of grafting, tin-horn politicians are attempting to run the government."

"I am not in the grain business and I do not know much about it, but if you fellows stay asleep much longer the government will run all business. Most men are content to let the government do as it pleases until it begins to step on their toes, then they let out a yelp that can be heard the country over. The only reason you grain dealers are howling is because somewhere, somehow, your toes are being crushed and you are rising against it. If it were legislation to help you, would you fight

it if it was not fair to some one else? I don't believe so.

"I heard Mr. Quinn talk against the erection of warehouses for farmers to store grain. None of you want that, do you? Yet, not so long ago, a grain dealer who is directly opposed to the proposed warehouse proposition, came to our legislature and asked that a municipal ice plant be built at his town. What does it mean? He is for anything that will help him and against anything that does not, regardless of how it affects the other fellow. That same man would not be pleased if the government built a municipal grain elevator next to his own, would he?"

"It is time for all good citizens to fight against the I. W. W. and Reds and drive them to cover. The least any man can do is to vote for what he thinks best at every election and to obey the law at all times. If any of you are not doing these things, I hope and wish the government will build an elevator in your town."

"I do not believe in class legislation but I do believe that each man can do his part in changing the conditions as they now exist if he will but try."

Sec'y Smiley read his annual report from which we quote the following:

## Secretary's Annual Report.

During the past year 37 firms and individuals, members of the Ass'n, have discontinued business, and 29 firms and individuals, members of the Ass'n, resigned or were dropped from the rolls for failure to pay annual dues. This makes a total of 66 members dropped from the rolls during the year. The applications of 100 new members were secured during the year, showing a net gain in membership for the year of 34 members. To some of you this may not look like a good showing, but when you take into consideration conditions affecting the grain trade during the last half of 1922, I feel that we are to be congratulated upon this showing.

Taking the year 1922 as a whole, we question whether the grain trade has ever been confronted with as many serious problems. First, we had the most severe car shortage ever experienced. It came unexpectedly and at a time when most country dealers either had their houses full of grain or had contracted for delivery thousands of bushels of wheat. The country elevator man was caught with a lot of wheat on hand and not being able to make delivery, he was confronted on the movement of the new crop with a heavy loss.

Why did he not hedge these purchases by sale of the September future? He having paid more for his wheat than it was worth delivered at Kansas City, from which freight must be deducted, he felt that he was taking a further hazardous risk. To illustrate: If wheat was purchased during the fore part of July for \$1.00 a bushel or more, taking a 10c to 15c freight rate to the Missouri River, and he was unable to sell this wheat for future delivery at even the price paid the farmer, is it not a fact that he was taking chances with the market in the condition it was during the latter part of July and August? Most dealers had purchased this wheat on borrowed money, and carried it until equipment was available and marketed it at a loss. It is questionable business to hedge purchases when the future market is below the cash market, as it is today and has been for the past three years. Will the time ever come again that the future option will sell enough above the cash to pay the carrying charge and furnish the protection it was intended to furnish? There is practically no protection offered the country dealer under existing conditions, as at the time this is written, May 8th, No. 2 hard wheat sold on the Exchange floor in Kansas City 6c to 8c per bushel over the May and July option. As long as the present differential between the cash and futures maintain, so long will the country dealer hesitate to accept the risk of selling the future against cash purchases. If he had any assurance that the cash and future would fluctuate the same way, he would use the future market for the protection, but without this assurance he will let it alone.

**Heat Damaged Wheat.**—Shippers in the hard wheat district lost thousands of dollars the past season account of the arbitrary ruling of the United States Bureau of Markets as to what did and did not constitute heat damaged wheat. Under the standards adopted by the Bureau of Markets, No. 1 wheat will admit of only one-tenth of one per cent heat damage; No. 2 three-tenths, and No. 3 five-tenths and No. 4 one per cent. Owing either to a lack of knowledge or common sense, or a desire to show authority, these autocrats representing the Bureau of Markets insisted on classifying all skin-burnt or colored grain as heat damaged and same was discounted from 10c to 20c a bushel at terminals owing to the fact that millers were the only buyers, the exporter being prohibited from putting out as No. 2 or 3 grain containing these



so-called heat damaged kernels. After the bulk of the crop had been moved and the Secretary of Agriculture had been petitioned to modify his rulings, the Bureau made a new ruling instructing all federal supervisors and chief inspectors to be more lenient in their interpretation of what constituted heat damaged wheat. But the damage was done and the loss sustained.

**Protein Content:** But this is not all that the grain trade had to contend with during the past year. Someone, somewhere, conceived the idea that every grain dealer should take a course in chemistry in order to determine the protein content in all wheat. A number of grain dealers secured samples of wheat from first delivery after threshing and sent same to different markets for analysis and a number of them based their buying price on the report of the analysis of the sample submitted, and sold for future delivery, guaranteeing a certain per cent of protein content. For some reason, never satisfactorily explained, the protein content of whole cars sold to arrive was much below that reported from the sample submitted, and the contents of the cars applied on sale were heavily discounted, showing a loss. Is it any wonder that the grain trade has not made a better showing during the past year?

**State Legislation:** The grain trade of this state is to be congratulated that the Kansas legislature did not look with favor upon the proposed bills having as their object the building and operating of elevators throughout the state. One of these promoters, the author of the bill, made the statement that he could not see any avenue of relief except through some legislative provision that would permit local communities to issue bonds in an effort to protect the crop growers. He further stated that revenues from the warehouses and elevators should not only pay operating expenses, but should establish a sinking fund for retirement of bonds. These bills, three in number, were promptly killed by the committees to whom they were referred. The sponsors of these bills failed to convince these committees that the farmer would profit by receiving any more money for his grain in handling same through state owned and operated warehouses, and the idea prevailed that the real purpose of the sponsors of the bills, who were hardened politicians, was to create more jobs for their faithful followers.

There is more elevator space in the state of Kansas today than is utilized; there is sufficient elevator space within the state limits to store one-third of the average crop of the state, and at no time has all this space been utilized.

We succeeded in securing the enactment of two laws that will be of direct benefit to the grain and milling industry and indirect benefit to the producer. First, is the leasing bill, giving the Public Utilities Commission of the state full authority to determine the value of all railroad right of way upon which elevators and mills are located, and also gives the commission authority to determine whether the terms of the lease prepared by the carriers imposes an undue burden upon the lessee.

We also secured the enactment of a law giving the Board of Agriculture the power to administer the amended feeding stuffs law. In the past this authority has been vested in the Agricultural College at Manhattan, but on account of its autocratic methods and arbitrary rulings few, if any, of the manufacturers of feeding stuffs, i. e., bran, shorts and other mill by-products, have ever attempted to comply with the standards fixed by the college, and have not offered for sale any of their by-products within the state, and as a result there has been no competition and the local or interior mills have been able to sell their product at a price exceeding prices of by-products sold in other states of \$1.50 to \$2.00 a ton. It will no longer be necessary for the concerns operating feed mills grinding whole grains to take out a license and tag containers containing the manufactured product from whole grains.

Unless the members of this Association had given their support to both of these measures by writing and wiring their representatives in the legislature, insisting that they support the bills, in all probability they would have failed of passage. You as individuals have more influence with your representative than any lobby that may be maintained to represent you.

**Reappropriating Monies Belonging to the Inspection Department:** Recently I received a communication from C. C. Isely of Dodge City reading as follows: "What do you know about the stunt of the legislature in taking the fees from the Inspection Department and turning them over to the general fund of the state? If they had too much money in the fund why did they not reduce the fees for inspection?"

It has been the policy of the Kansas legislature to reappropriate a large per cent of the available funds remaining in the revolving fund with the state treasurer belonging to the grain department since the law setting aside all receipts, in a special fund, accruing from the inspection and weighing of grain in this state.

The legislature of 1911 enacted a law making it mandatory on the part of the Chief Grain Inspector to pay into the state treasury all money received by him as fees for the services of the officers of the department for the pre-

ceding month, which monies must be credited to the state grain inspection department revolving fund. It was made the duty of the state treasurer to carry as a separate account upon the books of his office the said revolving fund, and all monies so entered in this fund on and after July 1, 1911, be available for use of the department, subject only to the constitutional provision of reappropriation of said revolving fund by the legislature at each regular session.

The legislature at every regular session since the date of the enactment of this law has appropriated a large part of the funds remaining on Jan. 1st preceding the assembling of the legislature. It appears that every chief grain inspector has considered it his duty to collect as much money as possible from the shipper for inspection and weighing in order to make a good showing. From 1909 to 1915 the fees for inspection and weighing of grain in car lots was 50c for inspection and 40c for weighing.

Chief Inspector Hart secured the enactment of a law at the time he was in the state senate increasing the fee for inspection and weighing from 65c and 50c to \$1.00 per car. At the close of his administration he reported that the amount in the revolving fund was approximately \$132,000. This looked like a good showing to the inspector and the legislature very promptly reappropriated \$75,000 of this into the general fund. Why the Inspection Department insists on maintaining an inspection and weighing fee much in excess of what is necessary to maintain the department I am unable to explain.

There are about 165 employees of the Kansas Inspection Department, and this force could be materially reduced without in any way affecting the efficiency of the Department.

Other charges have kept pace with the advance in the fees for inspection and weighing of grain. I take from an account sale, rendered Feb. 27, 1923, that will give you some idea of the trimmings that are charged to the shipper:

Protein .....	\$ .50
Inspection track .....	1.00
Reinspecting elevator .....	1.00
Reconsignment .....	2.25
Insurance .....	.20
Interest .....	1.34
Commission, 1½c a bushel .....	16.60

A total of .....\$25.69

The contents of the car on which these charges were made amounted to 1,106 bushels, making a cost per bushel of 2.3c plus. How many of you take these charges into consideration when making purchases? The cost of conducting a grain business is increasing every day in every way, and it looks to me like it was high time that some action was taken to eliminate a part of these excessive charges.

**Public Warehouse Law:** At the last session of the legislature the public warehouse law was amended as applying to local elevators and warehouses. The 1921 act provided that all elevators and warehouses owned or operated by any person, firm, corporation or co-partnership, under contract or lease with the owner thereof, in which grain is received for storage or transfer for compensation, or all warehouses and elevators located in Kansas in which grain is stored in bulk and doing business for the public for compensation; were declared to be public elevators, either terminal or local public elevators or warehouses. The law provided that all local public warehouses charging compensation for storage must take out a license and file surety bond with the chief grain inspector of the state for the faithful performance of his duty as a warehouse man.

At the last session of the legislature the law was amended making all public elevators or warehouses, local or terminal, storing grain, whether for compensation or not, liable to the Chief Grain Inspector and under the terms of this Act they must take out a license and file bond acceptable to the Chief Grain Inspector of the state.

The attorney general was asked for a ruling or interpretation of the act and has held that anyone storing grain, whether for compensation or not, must secure a license and file bond with the Chief Inspector. Unless an elevator owner or operator receives compensation for storing grain for the public, what inducement is offered him for storing grain? We have always contended that the country elevator owner and operator should refuse to store grain for anyone as his facilities are inadequate to do a general storage business and we still believe that it is a mighty poor method to secure business.

**Local Meetings:** We will hold local or district meetings in different parts of the state during the latter part of June and July and we trust that every member of this Association will arrange to be in attendance at these district meetings and will endeavor to have his competitor, if not a member of the Ass'n, in attendance with him.

## Financial Statement for the Year 1922.

### RECEIPTS.

Bal. on hand Jan. 1, 1922.....	\$ 5,098.02
For membership fees and dues.....	7,581.95
For advertising and directories.....	1,284.00

Arbitration award .....	54.00
Interest on time deposit .....	50.00
	<b>\$14,067.97</b>

### DISBURSEMENTS.

Printing .....	\$ 718.82
Postage .....	215.60
Telephone company .....	102.36
Rent .....	432.00
Check returned .....	13.00
National dues .....	300.00
R. W. Cox, traveling expense.....	42.00
Taxes .....	7.22
H. L. Strong, traveling expense.....	19.71
Arbitration collection .....	54.00
Office supplies .....	90.28
Badges, annual meeting .....	45.00
Secretary's traveling expense .....	880.71
Salary account .....	6,215.00

\$ 9,135.70

Balance Jan. 1, 1923 .....4,932.27

**\$14,067.97**

**Democracy or Bureaucracy, Which?** was the title of an interesting and timely address by A. L. Scott, Pittsburg, which is published elsewhere in this number of the Journal.

H. L. Schellenberger, Lyons, O. Q. Marsh, Iola, and Perry N. Allin, Coffeyville, were appointed to serve on the Resolutions Com'te. C. A. Kalbfleisch, Harlan, and F. A. Derby, Topeka, composed the Auditing Com'te.

Adjourned until 9:30 a. m. Thursday morning.

## Wednesday Evening Entertainment.

The Boards of Trade of Topeka, Kansas City, Wichita, and Atchison tendered the visiting dealers a smoker at the Auditorium on Wednesday evening. Cigars were very plentiful and punch flowed like water for those who were thirsty.

The program started with boxing by two boys from the state reformatory, followed by several classic musical pieces on the large pipe organ. A quartet from Wichita, led by S. P. Wallingford, rendered a number of very clever parodies in which they poked fun at various grain dealers in attendance.

A minstrel show was put on by the Kansas City Board of Trade. W. C. Goffe was inter-locutor, while Wm. Murphy and F. W. (Dave) Davidson were end men. Murphy's clogging, and Davidson's singing made a great hit with the dealers. At the start of the proceedings Mr. Goffe introduced a number of dummies as various statesmen and pseudo statesmen well known by all grain dealers, and these continuously danced and shimmied thruout the act.

Sec'y Willett of the Atchison Board of Trade, introduced Ewing Herbert, editor of the Hiawatha World, Hiawatha, who made a short address. Several members of the Board of Trade gave a playlet depicting the farmer and statesmen of 1920 and the same two in 1923.

Four boxing bouts and two battle royals in which the boys from the state reformatory performed, concluded the entertainment which everyone agreed was a huge success.

## Thursday Morning Session.

The third session was opened with singing "Old McDonald Had a Farm," "Smile Song," and "Over Here."

Zohner Roller, the 13-year-old son of G. W. Roller, Wray, Colo., delivered an interesting address on "Pass Prosperity Around." It was a very able oration and promises well for the future oratory of a coming grain merchant. By special request of the assembly he also entertained it with a few comedy sketches, all of which were cleverly enacted.

**"Rail Consolidation"** was condemned by Hon. C. M. Reed, chairman of the Kansas Public Utilities Commission. He explained that the original transportation bill called for the establishment of 20 to 35 systems of railroads but the final bill left out the number so Professor Ripley prepared plans for 21 systems to be adopted by the Interstate Commerce Commission. The commission made other tentative plans which now call for but 19 systems. Seven of these systems would be west of the Mississippi River and all would have Chicago as the central point.



THREE REASONS have been advanced which favor consolidation. They are: reduction of overhead; credit of weaker roads would be strengthened; and great elasticity in handling of equipment.

With regard to the saving in overhead, the proponents of consolidation have given only general statements and none have figured out in exact numbers just how much the saving would be. Personally, I believe the saving would be very little.

CREDIT on all railroads as a whole is very good. The roads can and are borrowing money at a lower rate of interest than any other industry. There are two kinds of weak roads, one is the weak branch line of a main road, and the other is a weak independent line. Hardly any branch line pays its own way—all are dependent upon the main line for assistance and support.

Mr. Reed explained by the use of a large chart just exactly the difference between a strong road and a weak road. He stated that the C. & A., a weak road, earned almost as much per mile in 1921 as the Santa Fe, a strong road. The earnings per mile were \$19,525 for the former and \$19,603 for the latter. The reason the C. & A. is weak is because it is capitalized at \$120,106 per mile, whereas the Santa Fe is capitalized at but \$68,474 per mile. This is not the fault of the present operators, but is the fault of the operators who inflated the stock back in the 1890's. If the capitalization of the C. & A. was reduced to the proportion of the so-called strong roads, it would immediately become a strong road.

He further objected to the consolidation of railroads because there is now too much consolidation of industries. Business should be more diffused. Consolidation is the cause of centralization.

Railroads should be allowed to compete in the matter of rates as well as service. It is a mistake to force roads to charge the same rates regardless of service rendered. The road having the shortest haul, better equipment and service is the one that gets all the business. If roads offering less service were allowed to offer rates in proportion with the service rendered, the competition would be of great help to all shippers.

Consolidation of railroads, if it fails, will surely lead to government operation, and that is the last thing that anyone would want. Smaller roads should be allowed to sell their service for what it is worth. It may put them on their feet.

Mr. Reed offered the assistance of the Commission to all shippers who desire it, and as long as he is connected with it, he will see that all get a square deal.

With regard to the box car situation, he stated that Kansas will always have a car shortage in July and August, but the Commission is doing all it can to get the empty cars away from eastern roads, and unless the eastern roads send the cars west before June 15, they will be ordered to send them west in fleets at that time.

Sec'y Smiley read the Commission's rule on box car distribution and asked Mr. Reed why the track buyer is recognized the same as an elevator.

Mr. Reed: He is not. All shippers are entitled to cars, but track buyers are not recognized the same as elevators, as he is in the list with individual shippers. When elevators are full each get one car and then one farmer or track buyer gets a car, on the car and car-about plan.

"Contracts" was discussed by H. L. Shellenberger. He said:

#### Contracts.

Trouble over contracts comes largely because of a failure to get all in the confirmation that is agreed on at the time of making the contract. We are liable to take too many things for granted.

My personal opinion is that practically all contracts which are made between members of this association are made in good faith, and it is the intention of both parties at the time

of making the contract to carry out the letter and the spirit of the contract, but we fail sometimes to pass confirmations from both buyer and seller. We agree to something over the 'phone at time of making the trade which may modify the printed form used. This was perfectly understood at the time contract was made, but as time passes we forget just what was said over the 'phone and when we go to the printed confirmation we do not find anything in it covering the matter, altho we have a vague remembrance of something having been said about this over 'phone at time of making the deal. We can't agree on it now, so the arbitration committee has a case for adjustment.

No trade should be made without a written confirmation covering the essentials of the deal be mailed the day trade is consummated, by both buyer and seller. Our trade rules demand this. Every term and condition of a special nature should be made a part of the written confirmation. Then when you receive the confirmation from person from whom you have purchased or person to whom you have sold, carefully read the confirmation received and see that there is no discrepancy and that the two confirmations are alike.

We know of a number of cases in which traders have held in their files confirmations that were at variance with their own confirmations mailed, and did not discover the discrepancy until it was too late to correct.

The Kansas law does not recognize verbal amendments to written contracts. We should always include in the written confirmation anything agreed upon which will in any way modify the printed or written document.

I have always been proud that I am a member of this association. We are an intelligent bunch of men, willing to give the other fellow a square deal, and the great majority of the members try to live up to the spirit of their contracts. But a word of warning. The business conditions through which we have passed have been very trying. I want to appeal to you with the thought that we need everywhere the conviction that a contract is sacred and is made to be carried out whether the market goes up or down.

Sec'y Smiley: Lack of understanding causes most of the troubles because the confirmations are not checked. Telephone orders should be confirmed and unless that is done the contract is not complete. If all shippers would use confirmations on all telephone and telegraph orders, our arbitration board would be useless.

G. B. Ross, Ottawa: A contract is important and should be used. I do not suppose anyone tries to buy or sell without confirmations, and if they do they had better start using them before they get into trouble.

Adjourned until 2 o'clock.

#### Thursday Afternoon Session.

The opening of the fourth session was delayed by a heavy rainfall until 3:30 p. m., and then there were but a few in attendance.

F. A. Derby of Topeka, was in the chair as Pres. Wallingford had been called away.

Sec'y Smiley read the treasurer's annual report which follows:

C. A. Kalbfleisch, Harlan, chairman of the Auditing Com'te, confirmed the report of the treasurer and stated that the books corresponded.

Manager Duckett of the Traffic Dept. of the ass'n, read his annual report which showed that over 5,000 claims had been settled by the claims department and only seven were by law suit, all of which were won. He explained the methods pursued in the collection of claims and pointed out various essentials to be watched by shippers when filing claims. Of all the railroads against which claims have been filed by his department, he stated that the Rock Island was the only carrier which was unreasonable in making settlement. All other carriers are very fair.

H. L. Shellenberger of the Resolutions Com'te, presented the following which were unanimously adopted:

#### Resolutions.

##### HEAT DAMAGED WHEAT.

WHEREAS, The standards fixed by the Bureau of Markets applying to heat damaged wheat has cost the producers and grain dealers of the state of Kansas hundreds of thousands of dollars since these standards were fixed, and

WHEREAS, It has been determined by numerous tests and demonstrations made by the chief grain inspectors of the states of Kansas and Missouri that it is impossible to determine

with any degree of accuracy the grades one to three inclusive, owing to the small percentages of heat damaged kernels allowed in the numerical grades one to three; therefore be it

RESOLVED by the Kansas Grain Dealers Ass'n in session in Topeka, Kans., May 17, that we use our influence to induce the Secretary of Agriculture to consent to a change in the numerical grades Nos. 1 to 3 inclusive allowing a greater percentage of heat-damaged kernels in these three grades; and be it further

RESOLVED that our Secretary be instructed to send a copy of this resolution to the Secretaries of the Missouri, Texas and Oklahoma Grain Ass'ns, and also copy to Secretary of Agriculture Wallace, and to Dr. Taylor, Chief of the Bureau of Markets.

#### OPPOSED TO MERGING OF RAILROADS.

WHEREAS, It has been proposed by the Interstate Commerce Commission that the carriers of the country merge certain lines together, and

WHEREAS, We feel that the railroads west of the Mississippi River would be seriously handicapped if this proposed merger takes place as it would have a tendency to handicap the service rendered the carriers serving the interests of the Southwest; therefore be it

RESOLVED, That we go on record as being unalterably opposed to the proposed merger.

#### ABOLISH WAR TAXES ON WIRE MESSAGES

WHEREAS, There was introduced in the last session of Congress, but not passed, a measure known as the Almon bill, H. R. 9933, introduced by Congressman Edward B. Almon of Alabama. The purpose of this bill is to abolish the war taxes on telegraph and long distance telephone charges; and

WHEREAS, Congressman Almon is prepared to reintroduce his bill immediately upon the re-assembling of Congress in regular session next December;

RESOLVED, That we heartily endorse this bill and pledge ourselves to work for its passage, both as an organization and as individual grain dealers. As congress has eliminated the war taxes on freight rates and express charges, there is no reason why the tax on telegraph and telephone messages should not also be abolished. This tax amounts to approximately 15 per cent of the tolls charged and this is a heavy burden on the trade.

The producers have complained bitterly against the spread between the prices paid to them for their products and the prices charged the ultimate consumer. This spread has been caused, not by the margin of profit exacted by the middleman, but by transportation and taxation charges. We urge all members of this Association to take up this matter of the war taxes on telegraph and telephone messages with their congressmen and senators during the present vacation of Congress that an united effort may be made to secure the abolition of this tax. Be it further

RESOLVED, That the Secretary be instructed to send a copy of this resolution to each of our two U. S. Senators and eight representatives in Congress.

#### THANKS.

WHEREAS, This convention has been one of the best ever held and is fully appreciated by all who have attended; therefore be it

RESOLVED, That we tender our vote of thanks to the Topeka Board of Trade, Topeka Chamber of Commerce and the Boards of Trade of Kansas City, Atchison and Wichita for their contribution to the success of this convention.

We wish to express our appreciation to all others who have taken part in the program and especially to the press and their generous reports and to the G. A. R. for the use of their splendid hall.

#### ENFORCEMENT OF LAWS AND CONTRACTS

WHEREAS, We fully realize the dangers to home and state and nation through the lowering of moral standards and the lack of law enforcement; therefore be it

RESOLVED, That as an organization we affirm our allegiance to the principles of the Golden Rule in our dealings with our fellow men and that we pledge ourselves to stand always for the fulfillment of our obligations and contracts and furthermore that we pledge our moral support to the end that all laws may be rigidly enforced.

A glowing tribute to the memory of William S. Washer of Atchison, an honored ex-president of the Ass'n, was adopted.

In explaining the resolution asking for a larger percentage of heat-damaged kernels in Grades 1, 2 and 3, Sec'y Smiley stated that the grades contain less than one per cent of heat-damaged kernels and that prominent millers had told him that the small percentage does not affect the flour. He stated that it is not right that such a small percentage of heat-damaged kernels which does not cause any difference in the grade of flour should cause the wheat to be sold at a discount of 20 cents per bushel.

Officers elected for the ensuing year were



Willis Pereau, Moran, pres.; H. L. Shellenberger, Lyons, vice-pres.; director in 1st district, F. A. Derby, Topeka; director in 3rd district, O. Q. Marsh, Iola; director in 4th district, C. C. Isely, Dodge City; director in Nebraska, E. S. Brown, Chester.

Pres. Pereau took over the chair in the absence of retiring Pres. Wallingford, and urged the dealers to co-operate with the sec'y and pres. during the coming year so that more can be accomplished for the good of the trade.

Sec'y Smiley urged that the dealers abolish the system of selling wheat on basis of protein content, and sell on grades as established by the government. He stated that no one can judge the protein content of wheat within two per cent and that it requires a laboratory to make a satisfactory test. Millers who buy protein wheat use wheat containing 12 per cent protein to make flour, and if they buy 13 per cent wheat and 11 per cent wheat, they blend it together to get the 12 per cent grade. It is time for the grain shippers to get together and refuse to sell wheat on the basis of protein content.

Adjourned *sine die*.

## The Banquet.

On Thursday evening a banquet was tendered the visiting dealers by the Topeka Board of Trade in the Elks' Hall.

After singing "America" 400 sat down to a delicious chicken dinner.

The orchestra played fast numbers thruout the dinner. When the cigars were lighted, Toastmaster J. M. Blair called upon Mrs. H. J. Dotterweich, who sang several very pleasing solos. Allen Logan of Kansas City, reviewed the crop situation by counties and delighted all Kansas boosters with an estimate of 120,000,000 bus. of wheat for 1923.

Geo. McDermott of Topeka, appealed to the dealers to take a more active interest in Government and to oppose every encroachment of the lawmakers upon the constitutional rights of citizens. He pointed out that the U. S. Government was intended to be a government of laws and not of men and if we are to save our nation from the wreckers we must send men with a broader understanding of the aims and purposes of the founders of our Government and a stronger determination to guard with vigilance the rights of the individual. Mr. McDermott won the hearty approval and applause of all the dealers and the out-of-town visitors waded back to the hotel.

## Convention Notes.

Pencils were distributed at the banquet by Willis Norton & Co., Topeka, Kan.

Registration was in charge of E. F. Ernest of the Federal Engineering Co. He was ably assisted by G. P. Sickler, with Misses Elizabeth McRoberts and Gladys McGinnis at the typewriters. A new badge was given to each one who registered. It was a shipping tag on

which was printed a picture of an elevator recently completed by the Federal Engineering Co., at Wray, Colo. Tied to the coat lapel it made identification of the visitors an easy matter.

From Wichita came S. P. Wallingford and Clark Burd.

Nebraska was represented by J. S. Waxman of the Lincoln Grain Co., Lincoln, and Wm. Townsend, Marston.

From Wray, Colo., came Mr. and Mrs. G. W. Roller, with their son, Zohner.

Galveston, Tex., was represented by E. P. Williams and wife, H. F. Johnston, J. C. Crouch and Julius W. Jockusch.

Insurance men in attendance were J. T. Peterson and F. S. Rexford of the Grain Dealers National Mutual Fire Ins. Co., and A. F. Koch of the Western Grain Dealers Mutual Fire Ins. Co.

Supply trade was represented by E. A. Matthews and A. G. Click of the Richardson Scale Co., F. E. Dorsey of S. Howes Co., Inc., and Geo. Douglas.

Kansas City, Mo., was represented by F. D. Bruce, J. F. Leahy; Arthur Freeman and M. J. Boyer of Ernst-Davis Comm. Co., W. G. Hoover of A. C. Davis Grain Co., H. G. Miller, W. C. Goffe, Edgar Wood, W. C. Van Horn, G. W. Penney, F. W. Hoebel; E. F. Williams and D. C. Hauck of Moore-Lawless Grain Co., J. F. McElvain, Wm. Murphy, L. M. Hicks, D. C. Bishop, C. L. Weekes, E. S. Thresher, M. H. Jones; C. E. Watkins, Carl and Tom Congleton of Watkins Grain Co., E. D. Bigelow, sec'y Board of Trade; Thos. Forgey of the Kansas State Inspection, Allen Logan and F. J. Rabb.

Kansas shippers in attendance included: E. E. Affholer, Oketo; P. N. Allin, Coffeyville; C. M. Alspach, Kirwin; J. E. Andrews, Carden; E. N. Bailey, Baileyville; H. F. Baker, Asherville; H. W. Blacker, Gardner; J. A. Bowles, Atwood; E. P. Burnett, Wellsville; T. J. Byrnes, St. Marys; V. P. Campbell, Clay Center; H. E. Clark, Republic; H. Conrad, Lincolnville; Phillip Cosandier, Onaga.

J. M. Decker, Concordia; J. H. Dougan, Rossville; Geo. Dooley, Rydal; A. F. Grote, Berwick; C. L. Hardman, Wakeeny; G. B. Harper, Silver Lake; R. P. Hughes, Skiddy; C. C. Isely, Dodge City; Joe Jackson, Beloit; R. E. Jacobs, Lenora; J. Janousek, Ellsworth; G. W. Johnson, Levant.

C. A. Kalbfleisch, Harlan; A. C. Lindamood, Walton; O. Q. Marsh, Iola; J. D. Mead, Fort Scott; A. J. Moore, Caldwell; Ben Nelson, Galva; John Nolte, Baileyville; Willis Pereau, Moran; M. E. Pierce, Marion; G. W. Pratt, Che-topa.

H. R. Rhodes, Colony; J. O. Ross, Wamego; S. F. Smith, Canton; C. E. Spangler, Walton; J. C. Van Fleet, Galva; I. B. Walker, Winifred; Tom White, Emmett.

OATS production in the United States probably has reached its highest point, and the acreage of this crop may be somewhat reduced during the present decade. The increase of motorized transfer and trucking in both city and country are markedly reducing this commercial demand for feeding oats and the quantity of oats required for horse feed on the farm may be slightly reduced by the use of farm tractors.—U. S. Dept. of Agriculture.

## Title Did Not Pass on Delivery to Carrier.

The Supreme Court of Arkansas has reversed a decision by the circuit court of Randolph County in the suit by H. T. Fowler against H. L. Richardson to recover \$1,055.83, alleged to be due on a car of corn bot by Richardson.

On June 12, 1920, H. L. Richardson sent a telegram from Reyno, Ark., to the Fowler Commission Co. at Kansas City, Mo., asking the price on No. 3 mixed corn in bulk and date of delivery. The Fowler Commission Co. sent a telegram to Richardson on the same day as follows: "Bulk three mixed corn, dollar ninety Reyno, prompt shipment, answer quick." On the same day the Fowler Commission Co. wrote a letter to Richardson in which the above telegram was copied and was confirmed as follows: "Bulk No. 3 mixed corn, dollar ninety per bushel delivered at Reyno." Richardson received the above telegram and letter. Upon receipt of the telegram, Richardson wired back, "Accept your offer any size car at once, C dollar ninety, C bu."

The car of corn reached Reyno on June 22, 1920. It was hot and souring and had so deteriorated that it would not have graded No. 3 and was worth only about \$1.45 per bushel in its damaged condition. Richardson refused to accept the car of corn on account of its damaged condition and it was shipped back to Kansas City, Mo., to the plaintiff. The plaintiff then sold the car of corn at \$1.45 per bushel, which was the best price obtainable in its damaged condition. The plaintiff credited the defendant with the amount received for the car of corn in its damaged condition and sued the defendant for the balance of the purchase money.

The court said: The plaintiff on his own motion consigned the corn to himself at the place where the defendant lived, with directions on the B/L to notify the defendant. Thus it will be seen that the plaintiff reserved his dominion over the corn until the purchase price was paid by the defendant. There was no agreement between the parties or anything else in the record tending to show that the plaintiff intended to pass the title to the corn to the defendant when it was delivered to the carrier.

There being nothing in the record from which it could be legally inferred that the sale was complete when the plaintiff delivered the corn to the carrier, the court erred in finding for the plaintiff. A delivery either actual or constructive is essential to complete a sale of chattels, and the title does not pass until there has been such a delivery.

As we have said the plaintiff, having consigned the corn to shipper's order without any agreement in this respect with the defendant, and there being nothing else in the record from which it could be legally inferred that plaintiff intended to pass the title when he delivered the corn to the carrier, the circuit court should, as a matter of law, have found for the defendant and rendered judgment accordingly.

Therefore the judgment will be reversed, and the cause remanded for a new trial.—241 S. W. Rep. 887.

## Officers and Directors Kansas Grain Dealers Ass'n, 1923.



From left to right: Directors C. E. Isely and H. L. Shellenberger; Pres. Willis Pereau; Sec'y E. J. Smiley; Directors O. Q. Marsh and F. A. Derby.



## Illinois Ass'n Celebrates 30th Birthday

The 30th annual meeting of the Illinois Grain Dealers Ass'n was called to order in the La Salle Hotel at Chicago May 15 by Pres. L. W. Railsback of Weldon at 10:40 a. m.

Songs led by Henry A. Rumsey, with Jack Nelson of station WDAP at the piano, preceded the opening session.

Rev. Wm. C. Covert, pastor of the First Presbyterian Church, pronounced the invocation.

Mayor Wm. E. Dever welcomed the dealers to "the greatest grain market in the world." "We are going to make this the great convention city. We are closing up part of the town; it is a very inconsiderable part of the town. It will be my duty during the next four years to make this city a place where a decent person may be invited to come. If you are in trouble, don't come to the heads of departments, but come to the Mayor, who will be glad to meet you in his office."

E. M. Wayne, Delavan, Ill., responded in behalf of the Ass'n. "Our farmer friends down in Illinois seem to think the Chicago Board of Trade is a gambling institution, and I would like to have told the Mayor no one should be allowed to get in without a ticket. But the gambler need only to have the money. Chicago thinks Illinois belongs to Chicago, but that is a mistake. Their interests are the same. What is good for Illinois is good for Chicago. We are glad, doubly glad, to be in Chicago today."

Pres. Railsback, in his annual address, said:

### President's Address.

The interest of the grain trade during the past year has been focused upon the continued activities of the so-called orderly marketing movement of the co-operatives, the outstanding feature of which has been the prosecution of legislation designed to render impotent the competitive strength of the regular trade.

The ludicrous collapse a year ago of the United States Grain Growers, heralded by its promoters and acclaimed by co-operative sympathizers everywhere as a marketing conception scarcely less than omniscient, could not fail to give pause to the frenzy of radicalism responsible for its creation. During the past year, however, it has become increasingly apparent that until the farmer shall repudiate the leadership of meddlesome experimentalists, and refuse longer to countenance the excesses of demagogues eager to further their own selfish interests at whatever cost to establish order, we may expect little diminution of hostile activities.

Naturally, the farmer is inclined to look tolerantly upon any measure purporting to serve his interests; yet certainly he must view with skepticism, if not indeed with disgust, the myriad remedies devised for his relief by professional promoters. Any real improvement upon the present marketing system, a product of painstaking selection and elimination of actual trade practices thru years of intensive competitive operation, merits his favor. Measures thus far proposed, however, offer little of practical value not already available in the facilities of long established co-operative institutions, their essential purpose being the establishment of a protected monopoly, ideally adapted to the exploitation of its management.

Restriction of the present marketing system is openly sought as an aid to privileged competition. The co-operative marketing bill recently passed by various state legislatures not only compels the undeviating patronage of co-operative members for a stated term of years, but inflicts a substantial penalty upon any non-member who ventures to contract for the product of a member. The viciousness of its provisions is assurance of the ultimate failure of the scheme, for it implies a decadence of economic sense incompatible with our national virility. In this state the bill met with such wide-spread disapproval among farmers concerned with the practical marketing of grain that the Illinois Farmers Grain Dealers Ass'n saw fit to make on the floor of the Illinois Senate an open fight against it.

Advocacy of similar legislation in Congress, and the generous support accorded to it, is indicative of the alarming extent to which perversion of American principles has progressed in our legislative bodies. State and national assemblies are infested with so-called statesmen who for purposes of selfish expediency lend ready response to minorities clamoring for class

legislation. Instances are not wanting of legislators parading themselves before the country as the champions of a class, in one breath decrying the evils of special privilege, in the next vociferously proclaiming their intention to compel the dominance of a favored block.

A mania for regulatory legislation, facilitating the passage of craftily devised and plausibly argued bills of minorities seeking to compel some other group to conform to a prescribed course of conduct, is tending rapidly to fasten upon governmental processes the evil of bureaucracy. Under that system experience and efficiency in management would be forced to give way to the dictation of inexperienced, incompetent political appointees, efficient only in espionage and in the practice of prying into private business in search of pretexts to extend their domineering control. Departmental officers have been quick to interpret the possibilities of co-operation in terms of their own special talents, and some have contributed to misrepresentation calculated to brand the middleman not only a parasite, but a knave as well.

Perhaps platitudinous, it is none the less pertinent, to remind those in authority that the foundation of this greatest of republics is a declaration of the rights and liberty of the individual. The unrivaled progress of America is pre-eminently a record of individual initiative and achievement, fostered by beneficent laws created to safeguard and encourage individual expression to the farthest limit consistent with the good of society. Any legislation or governmental activity that hampers such expression, or that exercises restraint upon one individual or class in the interest of another, merits the strongest condemnation, and should be resisted in every legitimate way possible.

As middlemen we are not here on sufferance, nor to exact a toll from the product which we handle. Our charge is for a service rendered, a service no less legitimate than production of the crop itself. If that service is superfluous, or if a superior substitute shall be devised, then our elimination safely may be entrusted to the orderly processes of economy.

Private enterprise is answerable to society for its just, serviceable, and economical conduct, and we may not properly resent constructive criticism, nor seek to evade the correction of recognized abuses. In an institution as extensive as the grain distributing industry we know that it is not humanly possible always to prevent the misconduct of powerful interests; but those in whose hands correction lies would do well to remember that retributive action sooner or later is inevitable, and that once started it is likely to exceed the merit of the offense. The sentiment of the trade as a whole has always been preponderantly on the side of just and equitable principles, and has been a powerful factor in the prevention of wrongful trade practice.

We are not concerned with the relative merits of financial, commercial or agricultural bloc supremacy. In principle the one is no less un-American than the others; and the activities of the agricultural bloc afford ample evidence that it is no whit more worthy of dominance in government than any other self-serving political combination. It deems legislative intimidation reprehensible only when not in harmony with its objectives, and has spared no effort to reduce legislators to subservience by threats of political reprisal.

With strikingly few exceptions our lawmakers have failed to measure up to their trust, for while possibly a small proportion of the legislation adversely affecting the grain trade may have been a result of deliberation and of conscientious judgment, most of it represents servile compliance with the urge of militant groups posing as the spokesmen of agriculture. Apprehension and uncertainty created by uninformed governmental interference in business constitutes a menace perhaps greater than legitimate risks and illustrates the folly of permitting political inaptitude to tamper with the operation of specialized commercial processes.

Fortunately, the survival or the defeat of issues affecting public welfare must be determined in the end by the judgment of the people. The trade has chafed at the slowness of the public to detect in pleas for privileged legislation the promoter's recognition of a need to fetter individual competition, but at last popular understanding has begun somewhat to penetrate the maze of co-operative design, and there appears to be an awakening to the menace of a spirit that aims at a re-toration of the temporarily eclipsed prosperity of one class at the expense of others equal under the law.

Not only are the principles involved abhorrent to our national sense of fair play, but they have come to be recognized by the farmer, their alleged beneficiary, as destructive of his own independence of thought and action. In com-

mon with all Americans, he is inherently jealous of his independence and has reached a state of rebellion against constantly recurring appeals for financial support of bigoted organizations that would take from him the prerogatives of individual thought and initiative, and delegate to themselves the exercise of those cherished heritages of the freedom loving American.

We may not presume to say what effect co-operative marketing of the future will have upon our vocation, altho nothing is more certain than that the tenacity of its promoters will persist in proportion to the prospect of their own aggrandizement. Each succeeding group, in changing guise, will be able to exploit the credulous, and we need never hope to conciliate that element always eager to venture upon any scheme for the conquest of the middleman. Any project that relies for success upon privilege rather than upon merit, however, must continue to prove innocuous, and it must be regarded as significant that we are accorded in constantly increasing degree the patronage of the discerning, unprejudiced farmer who has tested for himself the relative benefits of co-operative and of individual marketing.

Co-operation has demonstrated that in actual accomplishment it cannot attain to the representations of platform theorists. Despite co-operative effort over a long period of years to demonstrate superiority to individualism, the prestige of the independent elevator operator is relatively greater today than ever before. Let us not fear, then, that the indomitable force of individualism shall fail to accommodate itself to any demands of competition that the future may make upon it, but rather let us go forward in the sure faith that those traits of industry, service and fair dealing that have won for us success in the past may be depended upon to assure our status in future.

W. E. Culbertson, of Champaign, Ill., sec'y, read his annual report, as follows:

### Secretary's Annual Report.

Thirty years ago the progressive grain men of this state, whose ambition was to place the grain business on a higher plane, founded the Illinois Grain Dealers Ass'n. That one of their objectives has been reached will be seen when I report that not once during the past year has there been an occasion to ask our Arbitration Com'te to settle any controversy. There have been a number of complaints received, but in every instance the parties complained of were not members. This is a record of which you all should be proud and should cause every honest, upright grain firm to be anxious to affiliate with our Association.

Our membership of approximately five hundred is composed of the very best people in the grain trade; those who live up to their contracts, and while I remain your sec'y it is my aim to maintain the present high standard. The fact that I am repeatedly told by receivers that of all the people they do business with, their most pleasant relations are with the members of our Ass'n makes me feel very proud of you and must be at least gratifying to you. We have sustained a net loss of thirty members the past year, due to a number of receivers suspending and many country dealers selling out or consolidating their business. However, with general business on the mend, this loss can easily be regained.

During the year I have traveled over ten thousand miles calling on members and attending local meetings. Local meetings are held whenever the interest of the shippers warrant or call for them. These meetings tend greatly to harmonize existing differences and jealousies among competitors and are the fundamental ground work of our Association. This year I hope more members will take an interest in these, and I should like to have it known that I am not only willing to attend, but will arrange for the meetings, if requested.

The Claims Bureau has been used by fewer of our members than any year since its organization. Less than two hundred claims were received, and of these practically all were for small amounts. As a result, the revenue derived from this department amounts to practically nothing, though we were able to collect over fifty percent of the claims filed.

The Scale Department shows an increase in the number of scales inspected and increased receipts over last year. Our inspectors, J. B. Sowa and L. C. Sowa, are both competent scale men, and it is their aim to be of the greatest possible assistance to all desiring their services, and to that end they are always willing to make special trips for those whose weighing facilities may get out of order; but with over fifteen hundred scales to inspect each season, it is incumbent upon our members to have their scales inspected when the inspector arrives in their territory. Members will find the service costs less by so doing and at the same time expedites the work of the department.

The 30th Annual Directory, listing everybody in the country grain trade of this state and those receivers in the various terminals who are members, was mailed to every one listed, without charge, early in January. The compiling of this book is no small task and errors are bound to have crept in. We will appreciate



your calling our attention to these when found; also your advising of any change that may occur at any station.

**Compensation Insurance.**—The Executive Com'te, at their meeting in Chicago last February, took up the matter of compensation insurance and instructed the sec'y to see if an agreement could not be made with a reliable company whereby our members might obtain this insurance at a less cost, and as a result the Integrity Mutual Casualty Co. will have a representative present to submit a proposition for your consideration.

**Legislative matters** have claimed the greater part of my time since the first of the year. Early in the session of the Illinois General Assembly I had introduced a bill giving to the Illinois Commerce Commission authority to determine what would be considered a fair rental for elevator sites leased from the railroads. However, owing to the Illinois Commerce Commission asking for so many amendments and changes in our bill, it was found that we could not get it favorably reported out of Com'te and so finally asked for its withdrawal. While this will be disappointing to many, yet I am able to assure all on railroad rights-of-way that the railroads of Illinois are going to adopt a more equitable basis for computing their charges. This is due to the effort of J. A. Connell, District Attorney for the C., B. & Q. Railroad, who upon learning of the introduction of our proposed legislation, came to us with the request that he be allowed to use his influence with the various railroads in Illinois to make unnecessary the proposed legislation. His offer was accepted, with the result that the railroads have agreed that the basis of fixing their rentals shall be 6% of the value of the ground covered by the lease and 6% on half the value of that portion of the switch track that serves the elevator.

C. H. Markham, President of the Illinois Central Railroad Co., assured me that the Illinois Central wanted every patron to be satisfied he was being fairly dealt with, and Mr. Tarbet, Land and Tax Commissioner, stated that such would be the policy of his department.

With reference to the Co-operative Marketing Bill now before the General Assembly, President Railsback and myself appeared before the Agricultural Committee of the Senate in an effort to have the penalty section stricken out; however, with no success. We again made the effort at the hearing before the House Com'te, and while the Com'te has reported out the Bill as passed by the Senate, it has not been passed by the House and I have hopes that it won't be without the elimination of the penalty sections. I have found, in talking with members of the House, that there is a growing tendency to leave business alone, which is certainly most timely.

In conclusion, I submit the following financial statement for the year ending May 1:

## RECEIPTS.

Balance on hand May 1, 1922.....	\$1,781.50
Membership Dues .....	\$5,419.00
Membership Fees .....	50.00
Directory Advertising .....	2,036.03
Claim Fees .....	63.47
Scales .....	408.35
Sale of Directories .....	33.00
<b>Total .....</b>	<b>\$9,791.35</b>

## DISBURSEMENTS.

Office Supplies .....	\$ 42.81
Officers' Expense .....	11.10
Postage .....	358.84
Annual Convention .....	146.05
Rent .....	240.00
Refund .....	15.00
Telephone, Telegraph and Express .....	122.29
Salaries .....	4,820.00
Printing .....	35.25
Secretary's Expense .....	926.21
Directory .....	933.00
Dues to National Ass'n.....	268.00
<b>Total .....</b>	<b>\$7,918.55</b>

Balance on hand, May 1, 1923..... \$1,872.80

Moved and adopted that the report be accepted.

M. J. Porterfield, of Murdock, read his report as treasurer, which coincided with that of the sec'y and was accepted and filed.

The Finance Com'te's report as read by Sec'y Culbertson showed the books of the sec'y and treas. to have been carefully kept. "We find the system of bookkeeping very simple, accurate and explicit, attention being given to the smallest detail with receipts for same. The sec'y sends an itemized report of each month's business to all officers and directors and we recommend that the system be continued."

E. M. Wayne, chairman of the Executive Com'te, reported: The Com'te had little to do. Held one meeting at Chicago. The principal duty in the past has been to decide on arbitration cases. The Com'te is glad to state there has been no case before it this year.

We should congratulate ourselves that the organization is in such fine financial condition. Very few others will make as fine a report as the Illinois Ass'n has made this year. We always feel more comfortable when we have a good bank account, which our organization has at this time.

Pres. Railsback thanked Mr. Wayne for his report.

Mr. Wayne: I wish every member would attend this afternoon to hear the address on good roads. Under the bond issue bill 33 per cent of the expense is to be paid by Cook County, which will get only 5 or 6 per cent of the roads.

S. W. Boughton, of Wellington, Ill.: The mines should be required to weigh the coal. Now the railroad companies do the weighing while the cars pass over the scales and they use the stencil weight of the car. The result is a shortage of 2,000 to 5,000 pounds per car.

F. G. Horner, Lawrenceville: Your explanation is correct. The weighing that is done at the top of the tippie by two men on every car dumped is to determine the compensation of the miner; but the freight is established and the coal billed from the railroad track scale weight. It is practically impossible to find a car that will hold out in weight. Someone with a pole will pull off a few lumps at every town. It is practically impossible to obtain convictions of persons who steal coal from cars.

I have collected a great many claims when I could prove snow filled the bottom of the car or that there had been extensive repairs by calling the attention of the agent to the fact.

H. A. Hillmer, Freeport: The Illinois & Wisconsin Coal Dealers Ass'n has had a great difficulty with coal claims. There are many mines that have scales. The railroads require the cars to be loaded heavily. The loss to the dealer is considerable. Our losses have run 2½ per cent, which is too much. One per cent should be enough. The buyer can direct the railroad company to weigh his coal and he will soon find out if the mine is overbilling.

Adjourned to 2 p. m.

## Tuesday Afternoon Session.

Pres. Railsback appointed a com'te on resolutions consisting of H. I. Baldwin, Decatur; B. S. Williams, Sheffield; H. A. Hillmer, Freeport; F. G. Horner, Lawrenceville; and W. N. Eckhardt, Chicago; and a com'te on nominations comprising L. F. Sowers, Piper City; Frank Ware, Butler, and W. C. McGuire, Maroa.

Fred W. Sargent, general solicitor of the Chicago & Northwestern Ry. Co., made one of the ablest addresses of the convention. In his youth Mr. Sargent had some experience in the grain business in operating a line of elevators on the Big Sioux River north of Sioux City; and even now said he was a considerable "buyer" of grain when authorizing the claim department to settle claims for grain; "but we do not sell any." He said in part:

There was no morale in railway service at the termination of federal control. Morale is returning rapidly. When the men all are working for the good of the company the claims are small.

We had Herrin, Ill., repeated on our railroad many times. At Butler a mob of 300 men shot at 70 men in our shops. We had it at Fremont, Neb., Boone, Ia., and everywhere. The only men arrested were in Wisconsin, and these were our men sent up as guards, on a statute against carrying concealed weapons.

We are an inland country. We must have cheap rail transportation, but we will get it by improving the facilities and not by cutting the rates first, as seems to be the plan of some men in public life who can not prosper if the people prosper. Their success lies in the discontent of the people.

Senator LaFollette has called a convention at Chicago May 25 to "conserve the public interest in valuation of the physical property of the railroads."

If the little coterie of radical senators should succeed in their campaign to confiscate seven billions of railway values, the resulting loss to their own farmer constituents would be disastrous, even from a financial point of view, to say nothing about the moral turpitude involved

in a process of confiscation thru legislation. They would measure the farmers' and consumers' savings in mills and his losses in dollars.

The men who now propose "to conserve the public interest" have broadcasted everywhere the assertion that the Esch-Cummins law gave the railroads a guaranty of net earnings. One of these Senators has asserted that the valuation fixed by the Interstate Commerce Commission was based upon the peak war-time prices. This in the face of the known facts that the valuation is fixed upon unit prices as they existed at and prior to the year 1914.

Some of these senators state that the value fixed by the Interstate Commerce Commission of \$18,900,000,000 was the value determined under the Transportation Act, commonly referred to as the Esch-Cummins law, whereas the only language in the Esch-Cummins law on this subject is that directing the commission to determine a value pursuant to the existing law of the land and "to utilize the results of its investigation under Section 19a (the La Follette valuation law) and give due consideration to all elements of value recognized by the law of the land for rate-making purposes."

Until the passage of the Transportation Act the whole trend of legislation and regulation in this country as applied to railroads had been that of restriction, repression and discouragement. States have vied with one another in forcing the lowest possible rates, and this, with no co-ordinated understanding between the states as to the financial necessities of the railroads affected. The railroads have been and are hampered, restricted and restrained by statutes dealing with technical matters of operation, by rules and orders of forty-eight state commissions, in addition to the laws, orders and decisions emanating from federal authorities.

**Capital Fears Adverse Laws.**—Why hasn't capital been available? Because prior to the passage of the Transportation Act the almost uniform attitude of those in legislative assemblies, of those clothed with the duty of regulating the railroads under the statutes of the state and federal government has been to look only to the immediate effect of low rates, without visualizing the future and the results that could be accomplished by permitting reasonable returns and making capital invested in railways attractive to the general public.

Isn't it possible for the American people to see where this sort of super-regulation is leading? Why, today there is scarcely a move that the general manager of any railway company dares to make without consulting the law department, and our statutes, orders, regulations and decisions have become so numerous and burdensome that the law departments are driven to their wits' ends in an effort to devise



L. W. Railsback, Weldon, Ill.,  
Re-elected President.



ways and means of keeping track thereof, reconciling conflicting laws, orders and decisions, and inventing some scheme whereby the property can continue to operate and not violate state rule, regulation or law.

The C. & N.-W. makes 78,000 reports to the federal government alone; and to state governments 12,000 in 9 states. We are now building another wing on our accounting department building to house the clerks and typewriters.

We are operating many trains at a loss on local and branch lines in the passenger service and are not allowed to take them off. On the Northwestern we are paying back in taxes each year \$1,000 a mile. I have only scratched the surface of super-regulation.

The need of the hour today is a legislative holiday. So many persons seem to think there is some magic in government. There is none.

In the Minnesota Legislature at this session 2,600 laws were introduced, and only 30 were passed at an expense of \$535,000 to the taxpayers.

Indiana, Michigan and Pennsylvania have repealed their full crew bills; but in Wisconsin right now there is being considered a bill to compel us to house all the men working on car repairs, in a shed, prohibiting men from working out of doors if temperature is below 40 or above 70 degrees.

Clifford Older, chief highway engineer, delivered an address on the proposed \$100,000,000 bond issue, illustrated by charts thrown on a screen.

He showed that the difference of 1 1/4 cents per vehicle mile in the cost of gasoline for year around service, between the dirt and the paved road would equal the bond issue in 20 years; and that adding the tires and cost of washing the car we would have a saving of twice the gas cost, which on 213 cars of traffic a day per mile would pay the principal and interest. He said:

### Proposed \$100,000,000 Bond Issue.

Last year the State completed 740 miles of pavement, 547 miles of which lies on the State Bond issue system. This was a world's record and was made in spite of the rail strike, coal strike, cement shortage and the strangling priority orders of the Interstate Commerce Commission. This was an increase of 326 miles over the preceding year, and this remarkable increase in road production was brought about in the face of the greatest obstacles, largely by having a greater mileage of roads under contract. A survey of our road material plants reveals the fact that there is ample capacity to take care of a road program of 1,000 miles per year and yet leave plenty of contractors, labor and materials for other construction activities.

We now have under contract approximately 800 miles of pavements of which about 700 miles lie on the State Bond issue system. As soon as the general assembly makes the necessary appropriations and probably within thirty days, 200 miles more State Bond issue pavements will be placed under contract, leaving only a small additional mileage to be advertised.

Analyzing our revenues and expenditures for the next two years the following estimates are made, based on present scale of motor fees:

#### ESTIMATED REVENUES 1923 AND 1924.

Balance on December 28, 1922, in road fund (Motor license fees) ..	\$ 1,148,000.00
Motor fee collections for 1923 .....	9,250,000.00
Motor fee collections for 1924 .....	10,750,000.00
Balance in bond fund December 28, 1922 .....	226,000.00
Bonds unsold December 28, 1922—	
\$43,000,000 @ \$99.71 .....	42,876,000.00
Probable Federal aid collection 1923 and 1924 .....	6,000,000.00

Total cash for 1923 and 1924 ... \$70,250,000.00

#### ESTIMATED EXPENDITURES 1923 AND 1924.

For 1923—900 miles pavement @ \$26,000 per mile .....	\$23,400,000.00
For 1924—1,000 miles pavement @ \$28,000 per mile .....	28,000,000.00
Administration, engineering, equipment and contingencies .....	4,000,000.00
Maintenance .....	2,250,000.00
Refunds to counties (Covering roads built and paid for by counties and incorporated in State Bond Issue System) .....	3,600,000.00
Interest on bonds 1923 and 1924 ..	4,000,000.00
Heavy grading remaining on bond issue system—661 miles @ \$7,600 per mile .....	5,000,000.00

Total expenditures 1923 and 1924. \$70,250,000.00

**Research Work.**—The State Division of Highways has just about completed the greatest and most fruitful piece of highway research work that the world has ever known. The Division constructed the Bates test road near Springfield, having a length of about two miles, a standard width of eighteen feet, and embodying 63 separate sections which have all practical thicknesses and combinations of asphalt, brick

and Portland cement concrete. This road has been subjected to an actual traffic test in which trucks of weights varying from the lightest to the heaviest permitted by law were run continuously over the surface. By this means 23,000 round trips with heavy trucks were made over the road which would amount to many years of normal traffic. Trained technical observers ascertained the load carrying capacity of each type of road. This test enables the division of Highways to design a pavement to sustain any given load at the most reasonable cost. It is interesting to note that the standard design used by the Division of Highways came through this incessant hammering by the heaviest trucks permitted by law without a single break. The pavements now being built by the State will stand indefinitely without deterioration, the heaviest truck traffic permitted by law. Illinois has led the world in highway research and is molding the highway engineering policies of the United States. Illinois roads are not an experiment. The State has spent money to find out how to build them. Our present design calls for \$3,600 less cost than was considered necessary in 1918.

Road surfaces do not wear out. The rubber tire wears out. If the road is not crushed it will not wear out. We expect our roads to be as good in 20 years as they are now.

F. E. Watkins, of Cleveland, O., pres. of the Grain Dealers National Ass'n, delivered an address on "Some Aspects of the Present Agrarian Movement," from which the following is taken:

### Some Aspects of the Present Agrarian Movement.

During the past two years the attention of the American citizens has been focused on the development, within their midst, of an agrarian movement or uprising. Similar waves of agitation in behalf of agriculture have reached their crests periodically in the past. We need not go back in history further than the span of three generations to recall the episodes of Greenbackism, Populism and Free Silver. Each movement was the direct result of the maladjustment of prices realized by the producer for his commodities as against relatively higher prices paid for commodities which he must buy. Each wave was accompanied by a demand for "cheap money" with which to pay off excessive debts contracted during the previous period of prosperity and inflation.

We are facing a similar situation today, with the demand for greatly extended credit in place of cheap money, but with most of the other characteristics of previous waves in evidence. The former waves subsided in time and it is reasonable to assume that the present agitation will likewise culminate and recede as the farmer regains his equilibrium financially and mentally and loses interest in chimerical impractical schemes for controlling economic conditions by legislation.

**Remedies Offered.**—In his distress, which we well know has been real, many remedies are offered to the agriculturist. Foremost comes the suggestion to eliminate all middlemen and cut down the cost of distribution. The reasonableness of this theory seems very apparent on superficial examination. Upon going deeper into the question, however, it is obvious that if the present scheme of distribution was economically unsound the middleman would long since have disappeared in the sharp competition of modern times.

A most careful and unbiased investigation into the subject of distribution was made, and presented to Congress after a year of research, by Congressman Sidney Anderson of Minnesota, chairman of the Joint Congressional Commission of Agricultural Inquiry. Nearly three thousand experts in industry, banking, transportation and agriculture, for the most part loaned to the Commission, but whose estimated salaries approximated \$5,720,000 for the year's time involved, assisted in the work. Mr. Anderson is clear-thinking, hard working, fair minded—a representative of an agricultural community and by training and disposition would, at least, not lean away from the producers' viewpoint and interests.

Hear his conclusions in an article appearing in the "Nations Business," for January.

"I have spent a year in the investigation of the distributive processes and all their relations to production, assembly, converting and distributing goods and commodities.

"The investigation covered not only the processes of distribution, but the related activities of production, manufacture, transportation and credit.

"I would have made almost any sacrifice or have given almost anything which it was in my power to give if as a result of this investigation it had been possible to develop a formula, a new rule of thumb plan of distribution which could have been applied to the situation much as a mustard plaster is applied to the back of the patient to eliminate pain, but I am convinced that there is no such formula and that if there were, there are so many more people in the world who prefer pills to mustard plasters that it would be possible to secure only a partial result."

If there was any proof that the middleman was exacting an undue toll such a thorough going unbiased investigation would have certainly produced it and the discovery would have been broadcasted from one end of the country to the other.

Furthermore the entrance of the co-operative elevators into the handling of grain at country stations has evidently proven this fact to all intelligent farmers, who have discovered for themselves that an economic service is performed by such facilities, and from their practical experience they can conceive that the succeeding steps in the distributive scheme of handling grain are likewise justified—nay, rather, indispensable.

And so we have the later development of efforts to parallel the middleman (realizing that he performs an economic service and cannot be otherwise eliminated) with so-called "larger co-operative unit" enterprises adding to the functions and profits of a producer those of a merchant. We also hear much talk of "orderly marketing" and "pooling" and "stabilizing" of grain prices especially wheat. This brings us by natural stages to a consideration of various efforts along this line and some legislation purporting to be in behalf of agriculture.

**Recent Legislation.**—In Congress we have seen the passage of several bills extending greater credit facilities to the farmer. It remains to be seen whether these will be, to him, an unmixed blessing. The Norris Bill, an attempt to launch the Government in the grain business in all its branches, while reported out of com'te, was forced to give way to the credit bills, but it is not buried by any means and will doubtless make its appearance in the next Congress.

Also the Gooding Bill for the stabilization of wheat prices met with much the same fate but will doubtless be revived when Congress meets again. Leaving out of consideration the fact that none but wheat producers are considered in this bill, and thus only a restricted class within a class could possibly be benefited, the theory that, by establishing the price for the surplus of the American wheat crop, the laws of supply and demand can thus be set aside in the handling of a crop of world wide production (such as wheat) is preposterous.

In a speech at McPherson, Kansas, on October 25, 1922, Secretary of Agriculture Wallace made a very wise observation relating to this matter of price fixing, as follows:

"It is foolish to close our eyes to the teachings of history of the past 3,000 years. Government cannot successfully fix prices on farm crops unless Government at the same time exercises arbitrary control over production and is prepared to take care of surplus crops grown. Government can see to it that the farmer has the credit facilities he needs. Government can see to it that the markets are open and that the farmer gets fair treatment. Government can collect and pass on to the farmers information as to crop production, probable demand, foreign competition and the various things which influence prices. That is about as far as Government can safely go."

The most recent legislative novelty is exhibited by the introduction of the Standard Co-operative Marketing Bill in some twenty-five of the principal grain producing states. With but little variation in form it appeared simultaneously in the various legislatures and it is reported to have been passed in at least seventeen states.

The bill would permit of the possible destruction of all of the established machinery for handling grain, including the co-operative stock companies in existence at present. It has been consistently opposed by the organized farmers co-operative elevators as well as by other grain interests and some important modifications were effected in several states before the bill was passed. It was vetoed in Indiana and New Jersey.

The significance of the measure lies in the suggestion of the extent to which the radical forces behind the agrarian movement are prepared to go if they are given free rein. The fact that certain provisions in this bill are unfair, un-American and apparently unconstitutional gives them not one moment of pause. They apparently overlook or are indifferent to the fact that legislation for one class of citizens opens the door for demands for prejudicial legislation in favor of other classes and that when we start in this country to legislate by trading between groups of legislators representing different classes of citizens we can see the beginning of the end of a stable form of Government.

**This Co-operative Marketing Bill** was at first sight surmised to be preliminary to a country wide grain pooling scheme and this is confirmed by recent items appearing under a Washington heading. I quote from a clipping of The Cleveland Times and Commercial under date of April 8th:

"The Government will be called on at the next session to provide money and authority for construction of a large number of warehouses for storage of grain and other agricultural products.

The farm bloc will get behind the project as one of the next important steps necessary to foster agriculture.



It is proposed to erect warehouses at leading shipping points and terminals in agricultural states. The products of the farmers can be stored, warehouse receipts obtained and used to provide for loans through the new farm credits law.

Representative Dickinson, head of the farm bloc in the house, will introduce a bill to make authorizations and appropriations for a comprehensive system of federal warehouses.

He said that such action was necessary to supplement farm credits legislation and to make the farm credits plan fully workable.

He said establishment of a system of warehouses need not be burdensome to the Government. A charge would be imposed on the farmer for storage and this would be sufficient to maintain warehouses and build a fund for amortization of the debt incurred by the Government.

Why more storage? At the peak load the terminal elevators of this country do not utilize more than two thirds of the total rated capacity and on an average for any year do not use more than one third of the rated capacity. (For corroboration of these figures note report of the Federal Trade Commission on "The Grain Trade," Vol. III., pages 116-117, also appendix tables No. 3 to No. 5.) If storage in terminals is such a wonderful thing, why are the astute operators of such storage not taking full advantage of their facilities?

**Pooling.**—The failure of the great percentage of pooling schemes in all commodities and especially grain up to the present date in the world's history acts as no deterrent to the self-seeking individuals behind the present schemes. If indeed pools in any commodity produced in quantity can ever be made successful, grain will be the very last to be so marketed successfully for reasons perfectly obvious to you as experienced grain dealers. The possibilities of gain year in and year out by holding back wheat is very graphically set forth in figures compiled by the Minneapolis Chamber of Commerce from records of prices covering twenty-nine years. It is clearly shown that the average advance in prices does not cover the cost of carrying the grain in terminal storage for sale during any succeeding month of a crop year. If any large part of the surplus grain of this country could be pooled it would undoubtedly meet with the conditions presented in these figures, greatly accentuated by the weight of the big visible supply thus held back acting as a club over the market.

Dr. Jas. E. Boyle of Cornell University in his recent book, "Chicago Wheat Prices for Eighty-one Years," shows even more conclusively that the farmer fares as well to merchandise his wheat in the fall or after harvest as to hold it for sale in the spring. But what are records of facts of this character to the inspired theorists now ready to help the farmer at so much per help?

**Our Attitude as Grain Dealers.**—If then we accept the conclusion that pooling will ultimately be found to be a failure from the producers' standpoint, why should we as grain dealers show any marked concern about its being tried out and thus proven to be thoroughly unsound in principle. First let us name the most selfish reason, namely, that it might seriously, if only temporarily, upset and possibly destroy beyond hope of re-establishment within a reasonable time the present system of marketing of which we are an integral part. That might be considered sufficient grounds for our opposition.

The second reason is that its inevitable failure may cause irreparable loss to the farmer and, despite all of the misrepresentation of the agitator in his efforts to drive a wedge of suspicion and distrust between them, the country grain dealer is a true friend of the farmer and for more than one generation has been in daily contact with him handling his grain, as a merchant, acting as advisor and counselor, often lending him money and being in many, many instances an experienced farmer himself and knowing intimately and with sympathetic understanding the problems which his farmer friends were facing daily. I am sure your interest in agriculture is deeper than the mere fact that your prosperity is tied up closely with that of your farmer patrons.

**Bureaucratic Government.**—This brief and somewhat fragmentary review of present conditions is offered as a background for the consideration of a matter in which all of us (including the farmer) are vitally interested. In the efforts to meet the supposed needs of the farmer, Congress has followed its usual procedure and created new organizations with possibilities for many new jobs. Whenever some person or group of persons can exert pressure on Congress to take action to correct some fancied inequality in the commercial or economic life of the nation a new commission or bureau or committee is created and an appropriation is made and the ball starts rolling. None of these organizations ever seem to terminate or even diminish in any manner. Instead they grow steadily, rapidly in personnel and ability to expend appropriations. One little organization of this character was started in 1914 with a few people and \$75,000. In the intervening eight years the taxpayers have contributed nearly eight million dollars to support this organization which now numbers over four hundred persons and a mil-

lion a year seems the least it can do with. You have doubtless heard of it. It is called the Federal Trade Commission and is used here merely as an illustration of numerous other bureaus and commissions which are ever expanding and increasing in like manner.

A perusal of the list of bills presented in the last Congress to "pension" this and to "provide" that and to "regulate" those and "abolish" these, with a committee or a commission and an appropriation attached, makes a taxpayer's blood run cold. Where and when will this stop? The annual income of the citizens of these United States is estimated to be around thirty billions of dollars.

The taxes at present rate of collection figure about

\$4,500,000,000—Federal
1,000,000,000—State
2,000,000,000—Municipal
500,000,000—County

A total of \$8,000,000,000 or between an eighth and a seventh of our total income. In other words each of us labor one day in seven for the Government and contribute seven weeks a year of free labor for its support. Let us consider this matter from another angle. Representative Henry T. Rainey of Illinois says: "It is estimated that there are now on the Federal payroll and on state and municipal payrolls, including pensioners and bondholders receiving an income from Federal bonds of more than \$500 a year, 3,350,000 men and women. Counting dependents there are at least 15,000,000 people in the United States who are supported by taxes, but there are only 30,000,000 people in the United States engaged in productive labor. Therefore, every two persons engaged in productive labor have on their shoulders at least one person supported entirely by taxes."

Mr. Rainey suggests further that this is the price we had to pay for so-called progressive legislation during the past quarter of a century. Within that period, rising against the trusts for abuses real or fancied the country has been piling commission on commission and bureau on bureau in an effort to regulate business and everything else. And more serious still is the fact that this movement is increasing rather than diminishing. Under an administration pledged to "Less Government in Business" it is worse than ever before. What will happen when we are all working for the government two days a week? Three days?

**What shall we do about it? What can we do?** I would offer three suggestions for your thoughtful consideration.

First, let's strengthen our ties with our farmer patrons. Let us try to get over to him the inward significance of all this exploitation of the agricultural interests by professional agitators and self-seeking politicians and the tremendous cost to him and the rest of us, without any adequate return. Let us get together in a mutual effort to reduce taxes by eliminating unnecessary governmental expense.

Next, let us see our representative in Congress during the interim, get acquainted with them, get their views and assure them that there is still among their constituency a goodly crowd of sane thinking people and this crowd is increasing and that they are not compelled to vote against their best judgment because they are afraid their constituents will not back them up.

Surely, all of our representatives are not as cowardly and spineless as some would have us believe and as their actions might indicate at times. They need our support.

Finally, Arouse public sentiment in your community for a return to simplicity in government—to the "Republic" founded by our forefathers and to its constitution from which we have swung far away in the last two decades.

If your present representatives will not stand firmly for this ideal and its corresponding reduction in cost of government, concern yourself in securing candidates who will do so and work for their election. There are many radical elements, perhaps more than we realize in this country, awaiting a favorable opportunity to foist a communistic state upon us. If the right thinking people of this nation are not aroused and active in this matter, then is our great country indeed in peril.

J. A. Schmitz, Board of Trade Weighmaster, Chicago, Ill., delivered an address entitled "Experiences of a Weighmaster," illustrated with humorous lantern slides, from which the following is taken:

## Experiences of a Weighmaster.

The primary functions of a department of weighing are to modernize the facilities, and to improve the methods, used in the handling and the weighing of grain to and from cars to the end that weights independent of the interests of either party to a transaction will be available for settlement purposes. Plainly, it is the duty of a weighing department chief, in regulating the details of his office and employees, to see that regulations are adopted, and enforced, that are requisite to protect all interests concerned. Be it remembered that the shipper, by selling his grain on the basis of terminal weights, assumes all of the hazard of loss, through pos-

sible leakage and theft in transit, as well as possible errors, waste and bad practices at the terminal points of weighing. It is the shipper's right, therefore, to demand the use of modern equipment, and modern methods, in weighing his grain at the points where settlement weights are to be determined; and it is the duty of the terminal weighmaster to protect him in all of the details connected therewith by according him fair and intelligent service, else the objects of a bureau of weighing are not fulfilled, and its existence becomes a menace rather than a benefit to the grain trade. A well informed weighmaster realizes that the "quality" of the "weights," of any market, vitally affects the "quantity" of grain to be handled at such market.

On the other hand, while a weighmaster is not by any means always irreprehensible in the matter of shortage, he may often be unjustly blamed. And, as suggested by the title of my paper, my purpose today is to point out avoidable causes of weight differences, by relating actual experiences coming to my attention in the ordinary handling of the business of the department which I represent.

**Wagon Loads Into Following Car.**—I have here a copy of a letter which refers to a shortage on a car of oats for which my department was unjustly blamed. The loader of these oats wrote as follows:

"Dear Sir—I am calling to your attention a shortage which is larger than any I have ever had. I am certain I did not receive credit for all the oats I put in this car, and I shall expect more from you than the usual stereotyped answer; and, in order to head off any such stereotyped reply, I have made out a full detailed report reading somewhat like weighing department reports usually read when giving the results of investigations made by them, only I am telling you how careful I was, and just how I did the work of weighing, checking and loading. You will find this report enclosed. Hoping to hear from you soon that you have located the cause, I am, Very truly yours."

May I say, here, that the weighing department of the Chicago Board of Trade invites just such complaints as this, when excessive shortages are in evidence. Of course, in such cases, a shipper is disappointed, and we do not blame him, and we would like to help him all we can. Now, the investigation in this particular case disclosed that two wagon loads of oats, intended for and charged to this car, found their way into one of the shipper's house bins, and were loaded into a following car. This car, in turn, overran an amount approximating the shortage in question. Right here it may be stated that weight differences from such causes generally are the result of the loader using "inbound" wagon scale weights as "outbound" car loading weights instead of reweighing the grain as loaded into cars.

**In Transit Weight Checked.**—Another case, the investigation of which I have just completed, gave us considerable concern because the reported shortage equaled a Chicago draft. This case concerned a car of oats loaded at Chicago, the complaint coming from an unloader in Vir-



Sec'y W. E. Culbertson, Champaign, Ill.



ginia. We weighed 48,000 pounds of oats into this car one day, and we completed the car the following day by weighing into it 9,600 pounds additional, making a total of 57,600 pounds of oats. In accordance with our rules, both drafts and both dates of weighing were shown on the certificate of weight issued for the car. Later, the unloader billed our department for the amount of the second day's loadings, or 9,600 pounds, claiming the car was short that amount, and insisting that this draft of 9,600 pounds did not reach the car. Our investigation of the matter disclosed no cause for the shortage at Chicago, and, as further verification of the correctness of the Chicago weight, our investigation revealed that this car was weighed by the railroad on track scale at the Virginia unloading point, just prior to being switched to the elevator for unloading, and this railroad track scale weight equaled the Chicago weight for the car. It is not always that we are blessed with "in-transit" weights with which to check the accuracy of both loading and unloading weights. Of course, such a check is of value only where the discrepancy is unusually heavy, as in the case I have cited.

**Shipper's Scales Were Binding.**—Here is another letter from a shipper, received by our department, relating to shortages on a number of cars going to a certain Chicago elevator:

"Dear Sir—All of our cars, unloading at Elevator Blank, have been falling short from 400 to 600 pounds per car. On the other hand, cars unloaded at other elevators in your terminal are holding out satisfactorily, thereby checking our shipping scales, and proving that we are weighing our grain correctly. Therefore, there must be something radically wrong at Elevator Blank. What have you to say about it?"

Very truly yours,"

In checking over the cars of grain received from this shipper we found that he had shipped 9 cars of oats, all of which had been unloaded at Elevator Blank; and that by a peculiar coincidence all of his other cars contained corn, and were unloaded at other Chicago elevators. In other words, Elevator Blank had received only oats, and the other elevators only corn. Finding nothing at Elevator Blank that would suggest a possible cause for the weight differences, we worked on the theory that possibly the difference in the grains (corn and oats) was the key to the solution. With this in mind we arranged for a test of the shipper's scales, and this test proved that our theory was well founded, since we discovered an error in the multiplication of his scale which would, of course, affect both corn and oats alike, but the heavier drafts of corn that were weighed caused the scale to settle and to bind on the loading spout. This bind in turn set up a counter error in favor of the car when corn was being handled, with the result that the net weights of the corn were approximately correct, while on the other hand the lighter drafts, when weighing oats, did not cause the scale to bind, hence cars loaded with oats were short in accordance with the error in the multiplication of the scale, which error practically accounted for his excessive differences in the weights of the oats unloaded in Elevator Blank, thereby clearing up the record of Elevator Blank. Incidentally, the error in the multiplication of this shipper's scale was the result of some uninformed mechanic moving the nose irons of the scale in an endeavor to correct the error in the scale that was caused by the afore-said binding of the scale spout. "Nose irons" should never be touched until the need for moving them has been established beyond all doubt. Don't let the village blacksmith monkey with your scale.

**A bulkhead car** containing barley and wheat arrived in the Chicago outlying grain inspection yard. The grain inspector reported that two-thirds of the load composed wheat, with wheat in the doorway. The wheat was sold to an elevator and the barley to a malt house. Accordingly, the car was sent first to the elevator to have the wheat unloaded. Upon arrival at the elevator, however, barley was found in the doorway instead of wheat. Hence it was necessary to unload the barley into one of the elevator's scales to permit of the unloading of the wheat. Immediately after unloading the wheat the barley was returned to the car, the car resealed and sent to the malt house, where the barley was unloaded and weighed. But when the shipper received his account of sales he reported a shortage of 200 bushels on the barley and he inferred that the elevator which unloaded the wheat was responsible for the shortage on the barley. Moreover, he insisted that this elevator should not have taken out the barley, as it was all one end of the car, protected by suitable bulkhead, all of which was definitely verified by the Chicago sampler. On the other hand, the weighing department deputy and the elevator people insisted that the barley was in the doorway and hence had to be removed; and, moreover, that all the barley which had been removed was replaced in the car. My investigation of the matter disclosed the fact that after the grain had been sampled the car met with an accident which broke out one side, disturbing the bulkhead. The railroad, in turn, in remedying this condition, transferred 200 bushels of the barley to a railroad shanty and they tore out the old bulk-

head, building a new one in the opposite end of the car, thereby changing the dividing line, so that barley was in the doorway instead of wheat. We found the 200 bushels of barley still in the shanty and everybody was happy.

**Grain weighed in small capacity automatic hopper scales.** The shipper of this grain showed unusual feeling in the matter and in addition to complaining about shortages on four particular cars of grain, he charged that when he shipped his grain to one Chicago receiver he received much better treatment in the matter of weights than when he shipped to the receiver of these four cars in question. It is needless for me to say that when we weigh grain we seldom know who is the shipper, and also that we seldom know who is the Chicago receiver, which was the case with these cars. This shipper was so insistent that these were the facts in the case that after completing my investigations at Chicago I visited the shipper's elevator some 70 miles away. To begin with, I found his only records consisted of a little memorandum book which he carried in his vest pocket. An examination of this vest pocket record disclosed that his weights for the cars which he complained were short were incorrect; that he had weighed the grain in 160 pound drafts, but in multiplying the number of drafts shown on the indicator attached to his scale by the pounds per draft, he had used 168 pounds as the multiplier instead of 160 pounds, thereby charging each car with 8 pounds more per draft than it received, and as there were between 300 and 400 drafts to each car the shortage shown amounted to from 2400 pounds to 3600 pounds per car. This experience, which is one of many of a similar character that have come to my attention, emphasizes the need, first, for comprehensive records; second, for intelligent verification of weights, and third, thorough investigation before blaming the other fellow. For our part, we have found it advantageous to the solution of weight differences to carry on our investigations with the idea in mind that the causes therefore are at Chicago.

**Terminal Weighmasters Are Only Human.**—I have been telling you of experiences wherein shippers and railroads have been the cause of weight differences, and I would feel just a little guilty if before closing my paper I did not also relate an instance or two where the terminal weighmaster slipped a cog, for we weighmasters are only human.

Transposing figures, as you know, is much too easily done. For example, to write 860 as 680, 450 as 540, and so on. This tendency to transpose figures makes a recording device or other method of checking weights of particular value. The gross weight of the car actually was 132,450 pounds, but the weighman in transcribing the weight to his daily record recorded it as 123,450 pounds. This error in transcribing the weight was discovered when checking the printing beam ticket used and fortunately before the account of sales went to the shipper. Incidentally, practically all of our track scales are equipped with printing beams and the rules of our department positively require checking of all weights entered in our records with the records of weights imprinted by recording beams. In fact, all "weights" at Chicago are read and recorded at the scale by two men, independently, and in addition, where no recording beam is used, our deputies verify the weights by entering in their records the number and different denominations of the weights used. Similarly do we commend to shippers such verification when reading and recording weights.

Eugene Smith, sec'y of the St. Louis Merchants Exchange, extended a cordial invitation to hold the next annual meeting at St. Louis.

Adjourned to Wednesday morning.

### The Banquet.

Early Tuesday evening the visitors and their hosts assembled in the Drake Hotel to enjoy a good dinner and excellent musical entertainment.

J. J. Stream, pres. of the Board of Trade, acknowledged that "Brevity is the soul of wit" and immediately turned over the proceedings to the Toastmaster, Henry A. Rumsey, "who seems to possess so much pep, and, as he says, 'pepper'."

Mr. Rumsey led in the singing of parodies on popular songs in the authorship of which he had a part.

Referring to the vices which Mayor Dever said had been eliminated, Mr. Rumsey declared that Pres. Stream had three vices, and he specifically named "vice" pres. Joseph Lamy, "vice" pres. Joseph Simons and the executive "vice" pres. John R. Mauff, who were at the speakers' table.

Mr. Rumsey kept up such a rapid fire that the other members of the entertainment committee of the Board of Trade, who were seated at

the speakers' table, Geo. A. Wegener, Edward Hymers, Wm. M. Hirshey, John E. Brennan and Geo. E. Booth, had nothing to do but smile.

Mr. Mauff, as the first speaker of the evening, said in part:

Prosperity will not be wrecked in spite of the rocks of dissension on the tracks of industry.

There are many bumps, sharp turns and rusty nails in the path of industry. They have been put there by topsy turvy conditions in Europe; by strained international relations; by hasty, ill-advised legislation and agitation for legislative panaceas. No single industry has escaped these destructive tendencies of the times.

But through it all, in spite of the bricks and rocks and blocs on the tracks of industry, there shines out the indisputable fact that American business is fundamentally sound.

And I can see no reason why business should not forge steadily ahead. Our industrial, financial and commercial foundations are sound. Today the world looks to us for many necessities.

All agree that there is every reason for continued prosperity if a sane course is steered.

In our own business we have just passed through a transition period. The exchange is functioning under government supervision. The agrarian groups have been granted all their demands. The government and the exchanges are co-operating heartily to carry out the letter of the law and maintain the high efficiency of the marketing machinery. There is every reason to anticipate success.

The government has made it clear that the futures market is not to be interfered with and that speculative trading which is necessary to the operation of the futures market shall continue.

When the public fully realizes, as it should, that the government does not contemplate bungling with the market but rather intends a constructive supervision, there will be a better feeling toward the market. This feeling then will be reflected throughout agriculture and allied industries. It will help to stabilize business generally.

In the early days the Board of Trade was the great artery through which passed the life-blood of the growing town. Year by year its importance as a civic institution as well as its absolute necessity as a world grain market has steadily risen. What the future holds needs no stretch of the imagination. The Board of Trade will become more and more important in the economic life of the nation. It will serve a still greater purpose in the distribution of foodstuffs; it will maintain its high standard of efficiency to the continued benefit of the producer, the distributor and the consumer.

In building up our vast association whose members now, incidentally, maintain bank balances of some two hundred million dollars and employ many thousands of persons, we have thrown our strongest efforts to movements which would aid the farmer. Such movements include the St. Lawrence deep seaway, a project that will open up a new period of expansion perhaps unequalled in the last century. Every member of the Board is an agent and a spokesman for such projects and will continue to be. For he represents the farmer as well as the consumer and must serve both to assure his own future. Moreover, every member of the Board is striving to build up a greater and greater confidence with those comparatively few farmers who still look askance at the city merchant.

For it is realized that the human tendency to "hate the man you do not know" can only be eliminated by close association and sympathetic understanding.

S. S. Tanner, of Minier, Ill., former pres. of the Illinois Grain Dealers Ass'n, made a forceful address, saying in part:

I was one of the organizers of the Illinois Grain Dealers Ass'n, and I miss many familiar faces.

As a farmer I want to say we could not get along without the Chicago Board of Trade.

As to being a candidate for office I am reminded of the rule of the old F. M. B. A. that office should seek the man and not the man the office, where one leader accused of seeking office said it was his duty to be where the office would not have too much trouble to find him. (Laughter.)

We farmers recognize that prosperity has come back to every avenue of trade. We realize that things are somewhat better. But when I went to collect the rent on two farms I have in Iowa, after my tenants had shown me their bills for groceries, etc., I made them a donation of about \$100. The farmer is not getting his just proportion compared with the other industries of this country. You see by the agreement with all trades in Chicago they are getting \$1 to \$1.50 an hour. The miner is getting \$1.15 a ton. The farmer is just as intelligent as the man who digs coal. He has as



much brains as the bricklayers or the carpenter.

Here is the proposition: How long can 52,000,000 persons in the United States who have made \$1 a day keep employed the other 56,000,000 at \$1 an hour?

The labor requirement in producing a ton of coal is the same as in producing a bushel of corn. Any miner who will work 8 hours a day will produce more tons of coal in a year than a farmer will produce bushels of corn in a year. Corn would be selling at \$3 a bushel at the same hourly wages; and at \$4 a bushel at bricklayers' wages. Biscuits would be 40 cents apiece in Chicago if the farmer got plumber's wages.

It is in their dire distress that the farmers ask for bills to pass to put the Chicago Board of Trade out of business.

I come to you tonight appealing for a closer relationship. The farmer don't know you fellows and you fellows don't know the farmer.

The price of wheat is fixed by sentiment, not in Liverpool, Bombay, Calcutta or Buenos Aires.

The tax on farms in parts of Illinois is \$4 to \$4.50 an acre, which is more than the rental when I first came to Illinois.

The Illinois State Legislature ought to adjourn for ten years, and when it comes together it should repeal instead of enact laws. About 1,200 bills have been introduced in the Illinois legislature this session by 204 men. There have been 50 insurance bills introduced; 25 bills affecting fraternal insurance. Not a single bill has had any constructive effort. There is not enough business put into politics. (Applause.)

Introducing Brig.-Gen. George Van Horn Moseley, U. S. A., the toastmaster made him blush by referring to his girlish figure, and the General more than evened the score by telling a story on Mr. Rumsey.

General Moseley made a plea for preparedness for war in time of peace and told of the cadre all over the United States that will enable us to maneuver our great man power entirely decentralized from Washington in the next great national emergency.

The Toastmaster then invited all those present to visit the station WDAU on top of the Hotel, suggesting that the out of town grain dealers precede.

## Wednesday's Session.

J. J. Fitzgerald, assistant sec'y of the Grain Dealers National Mutual Fire Ins. Co., Indianapolis, Ind., opened the Wednesday morning session with an address on "Fire Hazards in Country Grain Elevators," from which we take the following:

### Fire Hazards in Country Elevators.

The world is full of problems, and he is a dead man who has not half a dozen filed away in his vest pocket.

In my opinion the problem of waste is the most acute confronting the world at the present time. I do not mean fire waste alone.

There are 21,000 country elevators in the United States, 16,000 in 13 states, and 2,062 in Illinois, more than in any other state in the Union. In 1918, 129 country elevators burned in the 13 states; 114 in 1919, 172 in 1920, and 202 in 1922. In Illinois over one per cent of the elevators were burned each year. Illinois burned 26 in 1922.

The rate should be not less than 2 per cent in Illinois. Some condition obtained that led to more fires in cob houses.

When mutual companies were organized the rate was \$31 per \$1,000. The mutuals reduced that to \$8.

A chart of the years 1910 to 1922 shows that when business failures went up fire losses went up. Fire losses followed cotton prices all the way.

Some underwriters speak of crookedness, but in our 20 years' experience we have not found any such thing. There were only two fires in 20 years that I could say were crooked. I told the man: "You burned it; but I can't prove it, and here's your money." In the other case we had the man arrested.

There is a bad condition in the partial loss generally. The losses under \$100 are overpaid. Our method of handling this is to say, "You repair and send us all the bills," and no man ever attempted to put anything over on us. Our average settlement has been 10 to 40 per cent of what the original claims were. I have never heard any man say there was any yellowness in the grain business. The morals of the grain business are as high as any in the United States.

I will read part of a letter from our office:

Mr. Johnson, manager of the Avoca Elevator Company's plant at Avoca, Neb., called at the

office yesterday and told us of an experience he had with a hot bearing, that very nearly cost us \$12,000. This is a station on the Missouri Pacific branch, and they have not been getting cars at all; but recently they set a bunch in for them. Market conditions were good and they loaded out as fast as they could. On May 4 they ran eleven hours, and due to the additional work Johnson hired an extra man and he took care of the machinery. A bearing on the line shaft (which is under the floor) had shown signs of heating, and he, therefore, gave it particular attention. He said that he probably inspected it half a dozen times on the 4th. Then they started up the morning of the 5th, which was Saturday, and ran one hopper full and in about half an hour ran another hopper full. So they probably did not operate after 9:30 or 10:00 o'clock. He was to this bearing in the morning and it was a little warm but he did not consider it at all dangerous. At two o'clock on leaving the office he noticed smoke coming from the elevator and at once got busy; found that this bearing had started a fire but it had not gotten much headway and he put the fire out with one bucket of water. Johnson lives in the country and if it had so happened that he had left without discovering it, he would not have figured on being back until Monday morning; so that if circumstances hadn't been such that they did not operate in the afternoon, there is not much question but that we would have had to pay a good loss. They recently installed electric motor for power and he has decided that he had the belt to the shaft too tight. Since, he has gone to all bearings, rebabbitted them and said he found several in bad condition.

This letter shows that if Johnson had not gone back this would have been one of those "Unknown Cause" fires that account for 50 per cent of the total fires, and that would not happen if the elevator man would look over the house before locking up.

At one station in South Dakota an elevator burned, the fire originating in a hot box near the roof of the building. An inexperienced boy attended to the oiling. The same man had a fire ten years earlier from the same cause.

Only one elevator in 10 that is struck by lightning burns.

From locomotive sparks we have had 25 total losses, most of them going back to the time when shingle roofs were common.

Every elevator we insure should have a barrel of water and two buckets on each floor. Last year we saved 25 elevators with barrels and buckets. Our loss on these would have been \$250,000.

The tetrachloride fire extinguishers are good for oil fires, but unless examined every 6 months the tetrachloride will corrode the metal, while the barrels and buckets are ready at any time.

We are down to almost actual cost in carrying the risks. Competition has forced the rate below cost. The companies can not do it on the rate they are getting.

Formerly it was hard to get insurance on a country elevator. Now the country elevator is rated as a preferred risk, due to the care by the elevator operator in following the suggestions of the mutual companies for fire prevention.

Baltimore was burned by some "nut" throwing a cigarette into a bullseye in the sidewalk.

Geo. M. Williamson, of the Integrity Mutual Casualty Co., delivered an address on "The Workmen's Compensation Act" from which the following is taken:

### Liability Insurance for Illinois Grain Dealers.

The Workmen's Compensation Act of Illinois differs only in detail from those of other states and is the result of the development of a social conscience which evolved the theory that each industry shall be charged with the cost of accidents arising out of it, to the extent to which the industry is responsible for that cost.

The purpose of any insurance organization is not to PAY, but to DISTRIBUTE, losses. The losses are PAID by the members, the policyholders, and the organization, whatever form it may take, merely acts as trustee in collecting from its many members (policyholders) the funds necessary to pay the losses of the few.

With this understanding of the purpose of an insurance organization, it is self-evident that the organization likely to serve this purpose with greatest benefit to the policyholders is one which is controlled by them. In neither the unincorporated ass'ns of individuals, nor the capital stock insurance companies, do the policyholders have any real control over the organizations. In a mutual company the control is direct and complete thru the Board of Directors elected by the policyholders and it is this type of organization we would select as best suited to our needs.

That the thoughts I have expressed are not new to you is evidenced by the number of mutual insurance companies which the grain trades have organized. That the conclusion is sound is proven by the success of those com-

panies, and that you fully appreciate the security of the protection they afford is demonstrated by the extent to which you rely upon them.

The Integrity Mutual Casualty Co. is too well known to you to need its history outlined in detail. Organized by the grain trade it has always specialized in this class. Most of its directors are connected with the grain trade and its largest class of policyholders is, and probably always will be, from that industry.

Many of you have carried your workmen's compensation insurance in the company since its organization and have seen it grow from a very small beginning to its present size and financial strength.

Arrangements have now been made with the officers of your Ass'n to bring the two organizations into still closer relationship by allowing you to place your insurance with the Integrity thru your own Ass'n. Your Ass'n will be benefited financially, since this additional service can be performed without increasing your expense in any way. It is expected that the Integrity will benefit by securing an additional volume of business at a cost no greater than that of having our own representatives call upon you. This arrangement applies not only to your workmen's compensation insurance but to your public liability insurance, fidelity and surety bonds, automobile insurance and other classes of liability insurance which the integrity now writes.

You will readily appreciate the advantage of being able to secure all these forms of protection from the same source, especially when you are able to secure the soundest protection obtainable at the lowest cost and at the same time assist your Ass'n financially.

The cost for this protection on both workmen's compensation and public liability is very reasonable and no member of this Ass'n should be without this form of insurance. The Secretary's office at Champaign is prepared to handle the details and all inquiries should be addressed to him.

Henry A. Rumsey, who is one of the three members of the Radio Com'te of the Chicago Board of Trade, but who really does all the work, delivered an address on "Board of Trade Radio Broadcasting," from which we take the following:

### Board of Trade Radio Broadcasting.

I'm nothing but a nut. I am a "bug," and my wife keeps my set covered with insect powder to keep me away.

Think what the Board of Trade is spending without the hope of getting anything out of you to pay the running expenses.

We decided the thing was to establish ourselves in broadcasting. We wanted you to know that when you hook up with WDAU you are getting the honest and correct information. Our market broadcasting is done now without any relay. The voice you hear comes direct to you from the visitors' room of the Board of Trade.

The government proposed to put out agricultural information. But we assemble the information and we wanted the credit of putting it out. They give us all of their information and we put it out. We guarantee to put out nothing but what is regular. We are serving the government in two ways, as we put out the Public Health Service.

All we are spending the money for is to earn the good will of the people and of the trade. We do not allow any dope to go out—no expression of opinion—only the official statements of the executive vice pres. and the sec'y.

We sell hard-boiled service in the morning. In the afternoon we give a review of the high and low, and at 6 o'clock give you a review of the day's trading.

We give ball scores. We want to get in the human element. We want to show the people we are not a close corporation, that we are not making prices. We are not putting out any propaganda. We make every broadcasting station sending out the quotations state that they are the quotations of a certain hour and minute. Otherwise the way would be open for bucket shops.

We will build a 135-ft. tower above the Drake Hotel and when we get 3,000 watts into that antenna we will reach everybody. If anyone then fails to receive we will investigate. We are going into this earnestly. We have stopped all "jazz" Sunday night.

It is always wise for users of receiving sets to have a standard lightning arrester, altho no fires have been reported.

Adolph Gerstenberg, chairman of the Grain Com'te of the Chicago Board of Trade, spoke briefly on "Re-inspection and Appeals," in part as follows:

### Reinspection and Appeals.

I am not an inspector. I am only a com'te-man of the Board of Trade. I have been informed I am a "nut" on grading. I had the pleasure of getting into contact with you two



years ago when so many complaints were made on yellow wheat.

I will simply caution you to handle your Illinois wheat on the basis of yellow hard wheat. You are one of the few states that have an almost pure wheat. The Northwest is full of wheat foul with dockage. The pure seed propaganda did not work out so well there as in Iowa, Nebraska and Illinois.

Experience shows that gas works best with the moisture tester. In the sampling department of the Chicago Board of Trade you will see the best outfit; 26 batteries, with 6 to the battery. We have a No. 1 tester checked by the government with which to check all our testers, and the government checks the Chicago tester with Washington.

If your corn is No. 2 it should be graded No. 2. Damage must be settled by the eye and inspectors will differ. There may be many little damages on different kernels that will not be as bad in the meal as one kernel badly damaged.

Under the Illinois Act you have the right to re-inspection on an independent sample. If sustained you have another appeal at a cost of \$2. We were able to get the state to reduce this fee from \$5. The state inspection department endeavors to obey the directions of the U. S. Government Supervisor. I have differed with the federal men on method of sampling. Five probes are not enough.

The greatest oat grade and one that gave the greatest satisfaction was the grade we established, Standard oats, 28 lbs. or higher. Now we have the numerals and Standard oats have disappeared. I would like to see a Standard oat, 28 lbs. and up. I do not care what you call it. It would be a great benefit to the farmers of Illinois. Any state in the Union that raises a fine oat should have the benefit of the market.

July 1 you will buy rye on percentage, dockage and moisture. Time will have to work out this question.

One Iowa shipper made his moisture test in a tea-kettle. Another lost some of his weights and used small stones. How would you like that? The testing of grain has been one of the most expensive items against the farmer.

### Resolutions.

Mr. Baldwin having had to leave, the report of the com'te on resolutions was read by F. G. Horner, and all were adopted unanimously as read, as follows:

#### Abolish War Taxes on Messages.

(This resolution, indorsing the Almon Bill, H. R. 9933, and urged by the Grain Dealers National Ass'n, is published elsewhere.)

#### Preserve the Constitution.

WHEREAS, In the test of nearly a century and a half, marked by more profound economic changes than have been previously recorded in three thousand years of human history, the constitution of the United States has proven itself the greatest safeguard of human rights ever devised. It has operated as an aid in orderly political progress, restrained rash political experiment under the pressure of temporary conditions, and served to profoundly develop the spirit of sound self-government.

RESOLVED, that we protest against the spirit that prompts indiscriminate amendment, or radical and hasty change in an instrument through whose protection there has been built a nation in which equal opportunity under the law is the birthright of all men.

#### In Memory of H. A. Foss.

RESOLVED, that it is with profound regret that this Ass'n records in its minutes the death since our last annual meeting of H. A. Foss, for many years Chief Weighmaster of the Chicago Board of Trade, a man of truly noble characteristics, most lovable and admirable in his private relations with men, thoughtful and considerate of others, filled always with the instinct and impulsive desire to do good; as a public official he was inspired by the most exalted ideals of service, and strove with untiring zeal to attain that ideal. The soul of honor, he abhorred subterfuge in any form or degree, and never shirked the performance of any official duties, laid upon him by the terms of his position or by his own conceptions of duty. To him in innumerable known and un-realized ways the members of this Ass'n are deeply indebted for services rendered and especially for the sweeping reforms of the weighing service at terminal markets in vogue when he became a weighing official at Chicago. This Com'te feels that this memorial of his untimely passing is quite inadequate to express the feeling of love and friendship and obligation felt for Mr. Foss by every grain dealer and every sincere man who had the privilege of knowing him, and meeting him face to face.

#### Class Legislation Condemned.

WHEREAS, the basis of the unprecedented development of the United States has been the complete freedom afforded to honest individualistic enterprise, and

WHEREAS, such development can not continue if blighted by the poisonous virus of

governmental interference, class legislation and bureaucratic control, and

WHEREAS, only by the repeal of such legislation and the refusal to repeat such mistakes can the equilibrium of our business fabric be restored and each and every citizen be assured of a recompense proportionate to the service rendered; therefore be it

RESOLVED by the Illinois Grain Dealers' Association in annual convention assembled that we pledge that, as we never have in the past, so we never will in the future ask for any legislation preferential to the interests of its members, and be it further

RESOLVED, that we condemn and demand the repeal of all class legislation now on our statute books and unalterably oppose the enactment of such legislation in the future, and be it further

RESOLVED, that we demand the withdrawal of our government from the present program of socialistic interference with legitimate and laudable business effort and a reduction in our present multiplicity of bureaus and commissions to an absolute minimum consistent with the principles of government as propounded by those wondrous framers of our Constitution.

#### Highway Bond Issue.

WHEREAS, the grain dealers of Illinois recognize the economic importance of good roads and their value in moving grain from the farms at lower transportation cost to the farmer, as well as the general benefits they bestow upon every element of our population; be it

RESOLVED, That the Illinois Grain Dealers Ass'n endorses the principle involved in the proposed One Hundred Million Dollar Bond Issue, to the end that the Illinois highway system may be modernized at the earliest possible date, and be it further

RESOLVED, That we recommend that the Bond Issue be submitted to the vote of the people of the State in 1924, with the safeguards incorporated by the Dunlop amendment.

#### Commend Railroad Efficiency.

By order of an act of Congress effective in 1914, the physical valuation of the railroads of this country has been under way, but not yet completed; latest information states the cost to a recent date to the Government has been placed at \$23,000,000 and to the railroads at \$60,000,000.

After the disastrous results from the switchmen's strike in 1921 and the shop crafts' strike in 1922, we have in the late reports of the American Railway Association their official statement of loadings of revenue freight for 17 weeks to April 28th, viz.: 15,094,386 cars or one and one-half to three million more cars than the preceding three years. Which demonstrates a most remarkable record of efficiency under the tremendous handicaps under which the railroads were operated.

New equipment put into service since January 1st this year to May 1st: Box cars, 22,826; of all classes of freight cars, 50,151; locomotives, 1,228 awaiting repairs; cars reduced 3/10 per cent stands May 1st at 9.2 per cent; locomotives reduced 2 1/10 per cent stands at 22 per cent; a demonstration clear to any unbiased observer that the railroads have set themselves with determination to the task of reconstruction of their organizations to cope with any demands to come from their patrons in handling the stupendous transportation problem of this country; therefore be it

RESOLVED, that the Illinois Grain Dealers Ass'n hereby expresses its gratification and appreciation in the results that have been accomplished, and be it further

RESOLVED, that the members of this Ass'n pledge their assistance and further support and co-operation in their efforts to reinstate that measure of efficiency in operation and service to the public that is positively essential to the success of business in all its branches and to the prosperity of the nation as a whole.

A resolution was adopted thanking the Chicago Board of Trade and its special com'te for the entertainment provided.

### Election of Officers.

Frank Ware, of the nominating com'te, presented the following report, which was unanimously adopted:

Pres., L. W. Railsback, Weldon; 1st v. p., C. E. Graves, Weston; 2d v. p., U. J. Sinclair, Ashland; treas., M. J. Porterfield, Murdock.

Directors—E. E. Hamman, Gibson City; John W. Prather, Williamsville; B. P. Hill, Freeport; L. F. Sowers, Piper City, and E. M. Wayne, Delavan.

Adjourned *sine die*.

### Convention Notes.

H. R. Devore represented Toledo, O.

Fred E. Watkins came from Cleveland, O.

J. C. Bennett and E. N. Williams represented Nashville, Tenn.

W. C. Culp, chief at Cairo, was one of the few chief grain inspectors present.

Yes, Bert Boyd brought along his usual supply of new tricks which kept the crowd gaping with wonderment as to what he would spring next.

Indiana sent W. M. Moore of Covington; H. F. Hanks of Terre Haute; P. A. Warren and F. N. Howard, both representing the Crabbs-Reynolds-Taylor Co., of Crawfordsville.

The weather man was just as disagreeable as he knows how. He turned on the water and forgot to shut it off, so there wasn't a fan in attendance who was permitted to see a base ball game.

From Indianapolis came Bert A. Boyd, H. H. Bingham, Willard E. Hart, of Hart-Maibucher Co., Lew Hill, Ed K. Shepperd, C. H. McEwan; and V. E. Butler, J. J. Fitzgerald and J. W. Huntington of the Grain Dealers Fire Ins. Co.

St. Louis, Mo., sent four by auto; A. H. Beardsley of the Picker & Beardsley Commission Co.; Samuel W. Whitehead of the Nanson Commission Co.; Louis F. Schulz, and Eugene Smith, sec'y of the Merchants Exchange; and also G. A. Turner.

The banquet was one of the best ever tendered by the Board of Trade. A sumptuous meal, royal entertainment and a lot of special songs wherein Toastmaster Rumsey adapted all the popular airs of the day to the grievances of the grain trade. The songs made as much of a hit with the banqueters as did the Toastmaster. He kept things jumping every minute. One didn't get a chance to wonder what was coming next because it was there.

Among the Illinois Shippers were R. O. Augur, Decatur; L. C. Burgess, Monticello; S. W. Boughton, Wellington; O. C. Barker, Ashton; Geo. W. Boyden, Sheffield; H. Buck, Monica; E. D. Bargery, Decatur; W. Bryan, Peoria; O. J. Bader, Princeton; L. W. Bowman, Winnebago; L. H. Blankenbaker, Sidney; B. B. Bishopp, Sheldon; E. W. Block, Indianapolis; H. I. Baldwin, Decatur; R. C. Baldwin, Bloomington; W. H. Barnes, Decatur; O. A. Collins, Tuscola; Geo. W. Cole, Peoria; W. D. Castle, Gridley; J. S. Cameron, Elliott; M. C. Hobart, Mokenca; J. A. Craig, Jr., Cadwell; D. C. Cook, Decatur; C. P. Cline, Decatur; W. P. Cavanagh, Mendota; P. R. Couch, West Salem; J. F. Cooney, Deer Grove; Victor Dewine, Forsyth; C. A. Davis, Galesburg; C. E. Dawson, Le Roy; H. H. Dewey, Peoria; H. M. Dewey, Camp Grove; F. L. and E. B. Evans, Decatur; C. H. Faith, Warrensburg; P. M. Faucett, Champaign; E. J. Finley, Hudson; C. E. Graves, Weston; Jno. D. Grussing, Royal; E. E. Hamman, Gibson City; F. G. Horner, Lawrenceville; A. T. Hardin, Garrett; C. E. Hitch, Tuscola; H. A. Hillmer, Freeport; B. P. Hill, Freeport; J. A. Harrison, Bloomington; Ralph Hasenwinkle, Bloomington; T. E. Hamman, Arcola; V. L. Horton, Tolono; L. R. Jeter, Odell; C. E. Jeter, Plano; R. H. Jones, Monticello; L. T. Jones, Taylorville; W. E. Jones, Willevs; R. F. D. Taylorville; L. A. Tripp, Assumption; J. H. Lloyd, Springfield; H. E. Morgan, East Lynn; R. B. Morgan, Rossville; J. D. McCray, Creston; L. L. Moore, Tolono; W. C. McGuire, Maroa; G. L. Merritt, Rossville; M. F. Murphy, Springfield; J. M. Murray, Champaign; R. A. McClelland, Dwight; Martin McDonough, Beardstown; H. C. Moore, Mendota; H. J. Moore, Gibson City; R. P. Miner, Alexis; C. C. and G. M. Miles, Peoria; B. T. Oxford, Petersburg; E. Petry, Hoopeston; M. J. Porterfield, Murdock; L. F. Sowers, Piper City; C. B. Sauer, Dana; J. P. Sledge, Champaign; F. W. Smith, Lincoln; T. U. Sinclair, Ashland; John Schultz, Beardstown; A. H. Shelby, Block; Henry Stauber, Bloomington; C. F. Scholer, Bloomington; J. B. Stone, Mattoon; W. R. Turnbull, Waverly; F. B. Tompkins, Peoria; J. F. Wallace, Forrest; E. M. Wayne, Delavan; Frank Ware, Butler; J. C. Wack, Ashland; W. A. Webb, LeRoy; B. S. Williams, Sheffield; H. M. York, Symerton.

THE ACREAGE planted to wheat in Chile has been gradually increasing and the Chilean Superintendent of Agriculture states that this acreage will continue to increase. As Chile is an exporter of both wheat and flour, not much foreign flour is imported, except in the extreme northern and southern parts.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Hoxie, Ark.—The Twin City Mill & Grain Co. has been incorporated at Walnut Ridge with a capital stock of \$10,000. R. A. Freeze of Jonesboro is pres. and general mgr., H. T. Kirkpatrick of Walnut Ridge, sec'y-treas. The company will operate the plant of the defunct Hoxie Mill & Grain Co.

## CALIFORNIA

Fairfield, Cal.—Gus Paul has leased a building here to conduct a grain and feed business.

Petaluma, Cal.—The Golden Eagle Mill Co. will increase the capital stock from \$240,000 to \$500,000.

Los Angeles, Cal.—Brown, Gage Co. have closed out the grain business and organized two oil companies.

## CANADA

Winnipeg, Man.—E. F. Wyman succeeds me as mgr. He will take this position July 1.—C. H. Leaman, mgr. the Northern Elvtr. Co., Ltd.

Regina, Sask.—The Saskatchewan Co-op. Elvtr. Co., headquarters at Regina, is planning on expending \$300,000 on the erection of 25 new elvtrs. in Saskatchewan this year.

Vancouver, B. C.—The Vancouver Merchants Exchange contemplates future trading. At present the grain business is confined to private trading between members. Prompt information of all bookings of space for export of grain is secured by the exchange which maintains an official record and compiles day-to-day statistics which are published weekly.

Ft. William, Ont.—We have under construction at the head of the lakes the following elvtrs.: The N. Bawlf Grain Co., Ltd., 1,300,000 bus.; the James Stewart & Co., 1,300,000 bus.; addition to the Saskatchewan Co-op. Elvtr. Co. private elvtr., 500,000 bus., and a terminal elvtr., 2,000,000 bus.; the Western Terminal Elvtr. Co., private elvtr., 800,000 bus.—F. Symes, grain inspector, Board of Grain Commissioners for Canada.

## COLORADO

Iliff, Colo.—The grain elvtr. here has been purchased by the Colorado Milling & Elvtr. Co.

Dover, Colo.—The grain elvtr. here has been purchased by the Colorado Milling & Elvtr. Co.

Gill, Colo.—The elvtr. of the Gill Farmers Co-op. Co. burned May 9 with an estimated loss of \$12,000.

Otis, Colo.—The Shannon Grain Co. has sold the elvtr. it bot from the farmers to the Rocky Mountain Grain Co.

Wellington, Colo.—The office here of the Longmont Farmers Milling & Elvtr. Co. was entered by robbers recently but they obtained no money. They did not take anything from the elvtr.

Denver, Colo.—A new rule of the Exchange compels the inspection of all scales at least semi-annually by an expert appointed by the Exchange, if official weight certificates are issued; test reports of each scale owner will be required at least twice a year.

Boulder, Colo.—An order was issued recently by Judge W. B. Harrison, referee in bankruptcy, for the sale of the defunct Boulder Milling & Elvtr. Co. Attorneys for farmers creditors objected to the ruling and were granted five days in which to file an appeal to the U. S. District Court. Sealed bids for the purchase of wheat, flour and other merchandise on hand were received until May 3. The claims of farmers against the mill, which have been disallowed, total \$40,593.

## IDAHO

Lewiston, Ida.—The Bunge Western Grain Corporation has opened an office here in the Thiessen building with J. L. Rogers in charge. Mr. Rogers formerly handled the local business of the Gray-Rosenbaum Co. but they have discontinued business in the western country.

## ILLINOIS

Parnell, Ill.—I have bot O. M. Kelley's interests here.—R. M. Kelley.

Pesotum, Ill.—J. A. Gilles is now mgr. of the elvtr. of the Farmers Elvtr. Co. here.

Mt. Auburn, Ill.—The Mt. Auburn & Osbornville Grain Co. will overhaul its plant here.

Philo, Ill.—T. P. McCormick is mgr. of the Philo Grain Co., which is successor to J. A. Gilles.

Bloomington, Ill.—The Illinois Feed & Elvtr. Co. sustained a small damage loss by fire recently.

Springfield, Ill.—The co-operative pooling bill, S. B. 165, was again amended by the Senate May 16.

Ashton, Ill.—J. M. Bergeson writes that his assets are \$65,000 instead of \$10,000 which was reported.

Peoria, Ill.—The old Central City Elvtr., recently occupied by the Mueller Grain Co., has been taken down.

Warsaw, Ill.—We are installing a 10-ton Fairbanks-Morse Auto and Wagon Scale.—Farmers Grain & Supply Co.

Osbornville (Blue Mound p. o.), Ill.—The Mt. Auburn & Osbornville Grain Co. has finished a thoro overhauling of its house here.

Kasbeer, Ill.—J. F. Postlewait, who was mgr. of the Farmers Elvtr. at Williamsfield, succeeds A. W. Brown as mgr. of the Farmers Elvtr. Co. here.

Streator, Ill.—At a meeting to organize a farmers' elvtr. company, John Mortland was elected chairman and H. A. Miller sec'y of the meeting.

Mendota, Ill.—Julius O. Kliyla, an employee of the firm of H. C. Moore for five years, has been taken into partnership and the firm will now be known as Moore & Kliyla.

Kemp, Ill.—T. E. Hamman, who recently purchased the site of the elvtr. of Cuppy & Moss, has let contract to Geo. Saathoff for the erection of a 40,000-bu. elvtr.

Champaign, Ill.—The Boston Grain Co. has been incorporated by Harold, Alvin, Anna S. and Raymond S. Fernandes, to deal in grain, fuel, etc. The capital stock is \$1,000.

Roseville, Ill.—A. W. Brown, who formerly managed the Farmers Elvtr. Co. at Kasbeer, has succeeded C. W. Langdon, who has retired as mgr. of the Farmers Grain Co. here.

Bondville, Ill.—The Bondville Grain & Supply Co. has sold out to and is succeeded by M. A. Kirk & Co. of this place.—Harry Giblin, former mgr. of the Bondville Grain & Supply Co.

Lincoln, Ill.—J. D. Seibert, who was formerly mgr. of the Lowitz Grain Co. here, has taken up his new work as mgr. of the local Fernandes Grain Co. with his office in the Griesheim Building.

Roseville, Ill.—A. W. Brown of Kasbeer, Ill., succeeds C. W. Langdon who resigned, as mgr. of the elvtr. of the Farmers Grain Co. Mr. Brown was formerly mgr. of the Farmers Elvtr. at Kasbeer.

Berwick, Ill.—The Berwick Grain & Supply Co. has been incorporated by Walter Bradbury, Emil Johnson, Harry R. Jewell, S. O. Ray, R. E. Kirby and Wm. Watson to deal in grain, feeds and building materials. The capital stock is \$12,000.

Ridge Farm, Ill.—The Frank Jones Grain Co. has gone out of business. E. C. Smith, who owns an elvtr. at Vermillion Grove, has purchased the 2 elvtrs. here operated by Frank Jones.

Williamsfield, Ill.—L. L. Nelson, who was mgr. of the Livestock Shipping Ass'n, succeeds J. F. Postlewait as mgr. of the Farmers Elvtr. here. The company plans to install a modern attrition mill and a feed mill to be operated by electricity.

Monica, Ill.—Work has been started on the 22,000-bu. cribbed elvtr. being erected for the Farmers Elvtr. Co. by Geo. Saathoff. The equipment includes a Richardson Auto Scale and motor power. The elvtr. is to be covered with galvanized iron.

Kempton, Ill.—Following the court decision in its favor, \$30,000 has been ordered paid to the Kempton Farmers Elvtr. Co. by E. Lowitz & Co. and J. E. Bennett & Co., brokers, who handled trades in futures for the former manager, A. J. Hartquest.

Foosland, Ill.—The Farmers elvtr. was struck by lightning May 11 and burned. About 2,000 bus. of grain were stored in the elvtr. The estimated loss of \$13,000 is entirely covered by insurance. The directors met recently to formulate plans for rebuilding.

Paw Paw, Ill.—The Warner elvtr. property here has been bot by Frank and Charles Guffin who will continue to operate it under the name of Warner & Guffin. Frank Guffin will be in charge and will make extensive improvements. The sale was made by James M. Maguire.

Wing, Ill.—Wm. Burkley is present mgr. of the Inland Grain Co., taking the place of J. H. Wright. V. L. Marks has not been with this company since Jan. 1. He is now traveling the state of Iowa for the Keystone Oil & Mfg. Co. C. W. Wellman is the present mgr.—Wing Grain Co.

Curtis (Greenview p. o.) Ill.—Quick & Sons of Tiskilwa, Ill., have just completed a 15,000-bu. concrete storage tank for us at Curtis station. The firm name of Beggs & Hatch is used to distinguish these properties from other property of the Central Illinois Grain Co.—Claude W. Hatch, mgr. Beggs & Hatch Elvtrs.

Bowen, Ill.—The Bowen Co-op. Elvtr. Co. has been incorporated by Wm. Lessman, John Rand, Daniel R. Smith, James Morris, Earl Nilson and Wilson C. Thompson, to deal in grain, feed, salt, coal, twine, lumber, machinery, etc., with a capital stock of \$10,000. The company has taken over the plant and business here of the Selby Grain & Elvtr. Co. of Golden.

Melvin, Ill.—Henry Arends, who conducted the business of the Inkster Elvtr. as trustee for a year, has made a statement that the profits during that time amounted to \$9,000, which will be pro-rated between the creditors. The end of the redemption period for the elvtr. property is Nov. 3, and if it is not taken by Mr. Inkster at that time it will be sold.

Williamsfield, Ill.—An ordinance has been put into effect here to prevent the operation of the elvtr. in the course of construction for the Elvtr. Milling Co. of Springfield, Ill. It would be a second elvtr. for the village and residents, who are in turn supported by the stockholders of the Farmers Elvtr., backed the ordinance, as they are afraid that another elvtr. here may injure them, as they state it is not possible to develop sufficient grain business for both elvtrs. The ordinance requires the consent of property owners living within 320 ft. of the elvtr. However, the company is going ahead with the work.

## CHICAGO NOTES.

Henry Woolworth King, a member of the Board of Trade for 37 years, died recently at his home in Gordonsville, Va.

The Cragin Products Co. is a consolidation of the Cragin Elvtrs. Co. and the Cragin Products Co. and has been incorporated for \$300,000.

The following were recently elected to membership in the Board of Trade: S. W. Baruch, J. J. Fagan of New York and Harold Stein of Stein, Alstrin & Co., Chicago.

The directors of the Board of Trade on May 22, ordered posted for ballot an amendment to Rule XIV raising the foreign rate of commission for the purchase of wheat, corn and oats by grade alone for immediate or future delivery from 5/16 to 3/4 cent per bushel. For members, the rate remains the same as at present, 1/4 cent per bushel.



William E. Hudson, the only remaining survivor of the original stockholders, has been elected pres. of the Bartlett-Frazier Co. to succeed the late F. P. Frazier. In 1884 Mr. Hudson came to Chicago from Baltimore and entered the employ of Albert Dickinson. J. W. McCulloh has been chosen vice-pres., and Fred T. Bascom, sec'y-treas.

## INDIANA

Albany, Ind.—Beach & Simmers are erecting a wareroom in connection with their elvtr.

Chalmers, Ind.—The Chalmers Grain Co. has increased its capital stock from \$20,000 to \$50,000.

Oakland City, Ind.—The Columbia Feed & Grain Co. has filed preliminary certificate of dissolution.

Emison, Ind.—Work has been started on the 26,000-bu. elvtr. being erected for the F. J. Townley Elvtr. Co.

Paragon, Ind.—C. F. Schnaiter of the Martinsville Milling Co. has purchased the elvtr. and flour mill of Brewer Bros. here.

West Lebanon, Ind.—The two elvtrs. here of Jones Bros. are being wrecked. They will be replaced by the 30,000-bu. elvtr. the firm will erect.

Fountaintown, Ind.—Wm. F. Pell of Shelbyville has been appointed receiver for the Hungegate Wholesale Co. by Judge Harry C. Morrison.—C.

Mt. Vernon, Ind.—Oral Erwin of Farmersville succeeds A. W. Mackay, who resigned to become postmaster, as mgr. of the Farmers Elvtr. Co. here.—C.

Burney, Ind.—Earl Grayson, who has been assisting Lester Biddinger at the Westport elvtr. at Westport, a branch of the Blish Milling Co., has been given charge of an elvtr. here.

Bloomington, Ind.—The Bloomington Milling Co. sustained a \$7,000 loss recently when a fire broke out in the wareroom. A quantity of hay, corn and straw was destroyed. The loss is estimated at \$10,000 and is covered by insurance.

Henryville, Ind.—The flour mill here owned by E. W. Cauble was damaged by fire recently. About 1,100 bus. of wheat, 300 bus. of corn, 40 bbls. of flour and 12 tons of feed were destroyed. The loss is estimated at \$16,000 and is partly covered by insurance.

Frankfort, Ind.—The Clinton County Farmers Co-op. Elvtr. & Mercantile Co. will erect a 25x100-ft. warehouse just west of its elvtr. The company plans extensive improvements which will include the installation of an attrition grinder. New coal sheds to be 112 ft. in length will also be erected.

Shelbyville, Ind.—The American Hominy Co. of Chicago has taken over the entire interests of the Richards & Lawson Co. which operates 2 grain elvtrs. here. Harry A. Lawson will continue as mgr. of the elvtrs. and Jas. Richards of Indianapolis will be connected with the American Hominy Co. in another capacity. The company will make extensive improvements on the plant.

Silver Lake, Ind.—The Farmers elvtr. here has been closed with an indebtedness of nearly \$6,000 against it. It is probable a receiver will be asked soon. When the Co-op. Elvtr. was first planned, a paper was circulated among the farmers in which it was stated the stock subscription money would be used to build a new elvtr. Before all the money was paid the directors of the company purchased the Kinzie Bros. elvtr. and many that had not yet paid for their stock refused to pay. The matter was taken into court, but as it was stated at the time the stock was subscribed that the money was to be used for a new building, the company was unable to collect anything from the delinquent members. The merchandise that remained on hand when the elvtr. was closed has been disposed of.

## IOWA

Paullina, Ia.—The Farmers Elvtr. Co. will paint its elvtr. this spring.

Bode, Ia.—S. J. Hage of Corwith, Ia., is the new mgr. of the Farmers Elvtr. Co. here.

Mitchellville, Ia.—Benjamin R. Patterson, former grain dealer of this city, died recently.—J.

Lidderdale, Ia.—The Farmers Elvtr. was entered by thieves recently but nothing was secured.

Carroll, Ia.—The Farmers Grain & Lumber Co. has increased its capital stock from \$25,000 to \$50,000.

Sully, Ia.—H. R. Van Maren, who was mgr. of the Farmers Elvtr. Ass'n here, has moved to Des Moines.

Van Horne, Ia.—The Ray Murrell Grain Co. of Cedar Rapids has purchased the grain elvtr. of W. C. Yeisley.

Geneva, Ia.—The Farmers Elvtr. Co. has not yet decided whether or not it will continue or sell out the business.

Mapleton, Ia.—The Haubrich Lumber Co. has purchased the plant of the Farmers Grain & Lumber Co. here for \$10,125.

Rodman, Ia.—The Royal Lumber Co. is remodeling its building, covering it with galvanized iron and installing a motor.

Mason City, Ia.—John Riordan, who was a representative of the Riordan-Martin Grain Co. of Chicago, Ill., died recently after an illness of some time.

Dallas Center, Ia.—Magnus Neilson, who was mgr. of the Farmers Co-op. Elvtr. here, is now mgr. of the Central Iowa Grain Co.'s elvtr. at Cambridge.

Fenton, Ia.—The Farmers Elvtr. will install a Fairbanks 10-ton Truck Scale and a Kewanee all-steel Dump Lift, together with other general repairs.

Humboldt, Ia.—C. A. Jenks succeeds Geo. E. Beals, who resigned, as mgr. of the Farmers Co-op. Elvtr. Ass'n. Mr. Beals has moved to Dillwyn, Kan.

Gowrie, Ia.—The Farmers Co-op. Grain & Lumber Co., recently reincorporated for \$150,000, has let contract for the construction of a 10,000-bu. elvtr.

Shelby, Ia.—Dow, Hale & Lerigo, Inc., was organized to take over an elvtr. here that was owned and operated by the late John F. Dow. —Wallace Lerigo.

Hinton, Ia.—The Farmers Co-op. Elvtr. will be closed for more than a month while repairs are being made. The building is to be raised 3 ft. and new machinery installed.—J.

Lone Tree, Ia.—Willard Roberts of Runnells succeeds J. R. Griffin, who resigned, as mgr. of the elvtr. of the Farmers Union Exchange, known locally as the Lone Tree elvtr.

Akron, Ia.—J. W. Hedges is installing a new 10-ton truck and wagon scale and a Kewanee Lift, the latter being operated by an electric motor and hydraulic pressure, in his elvtr.

Sheldon, Ia.—The W. M. Bell Co. of Milwaukee, Wis., has opened a branch office here with temporary offices in the Royce Hotel. C. J. Wilson of Algona will have charge of the office.

Cambridge, Ia.—Magnus Neilson is now mgr. of our elvtr. here. He was for several years mgr. of the Farmers Co-op. Elvtr. at Dallas Center, Ia.—Central Iowa Grain Co., Des Moines.

Ft. Dodge, Ia.—W. H. Weston, who represented the Armour Grain Co. at Des Moines, has been transferred here, where he is opening a new wire office.—R. C. Pierce of the Armour Grain Co.

Matlock, Ia.—The elvtr., coal sheds and feed house of the Farmers Elvtr. Co. burned recently. The elvtr. contained 2 cars of grain and 2 cars of coal. The loss is estimated at \$15,000 and is partly insured.

Glidden, Ia.—C. L. Lage of Spencer, who was painting the A. Moorhouse elvtr., fell from the roof of one of the buildings. His neck and back were injured and he was laid up for several days but he is back at work again.

Missouri Valley, Ia.—The Farmers Elvtr. Co.'s elvtr. and other buildings belonging to the company burned recently. The loss is estimated at \$12,500. The property was insured. A concrete elvtr. will be erected on the site.

Cedar Rapids, Ia.—The Farmers Elvtr. Co. will make extensive improvements to include a 30-in. attrition mill to have two 40-h.p. motors. A new dump for ear corn, two 24x24-ft. coal bins, and additions to the office will be built.

Cushing, Ia.—We will repair the house here with steel boots on legs, straighten cribbing in annex and put new sills under it; new distributors, truck dump and truck scale. New floors will be laid on the decks and we will probably put in a motor for power.—Trans-Mississippi Grain Co.

Haskins, Ia.—The elvtr. here owned by the King-Wilder Grain Co. of Cedar Rapids burned recently. Three hundred bus. of oats were in the elvtr. The loss could not be definitely estimated. A new elvtr. will probably be built this summer.

Bradgate, Ia.—The Bradgate Co-op. Exchange will repair its elvtr. The repairs will consist of new concrete foundations and pits, new driveway floor and dump, new cupola and the building will be covered with galvanized iron. They will also install new belts and pulleys, rope transmission, manlift, head and distributor with steel spouting, Fairbanks Automatic Scale and a Fairbanks 10-ton Truck Scale.

Manson, Ia.—The Farmers Elvtr. Co. here has been losing corn and oats from its elvtr. and it was a mystery as to how it disappeared. However, the watchman heard someone pounding on the door one night and L. O. Farrand came in. He explained that there was a certain place on the door that when pounded would spring the lock. Mr. Farrand pleaded guilty and the case will be taken to court.

Vincent, Ia.—L. E. Baughman of Ft. Dodge purchased of Geo. Schissel, his 2 elvtrs. at this point. Possession will be given June 1. One elvtr. is now under construction, capacity 35,000-bu. cribbed, electric drive; Richardson 2,250-bu. Auto Scales in head, Kewanee Truck Dump, car puller, elevating capacity 300 bus. per hour. The other elvtr. has a capacity of 12,000 bus. Mr. Schissel is looking for another location.

Williams, Ia.—Contract has been let for the erection of an addition to the C. E. Beall elvtr. The west elvtr. will be torn down, and will be replaced by the new building. When this is completed the elvtr. will have a storage capacity of 105,000 bus. The plant is being repaired and a new truck dump, a manlift and a Richardson Automatic Scale will be installed. A new pit will be put in and also new belts and buckets which will increase the loading capacity 75 per cent.

## KANSAS

Skiddy, Kan.—C. Huxtable bot the Farmers Elvtr.

Runnymede, Kan.—F. E. Botkin is mgr. of the W. L. Botkin & Son elvtr.

Independence, Kan.—G. H. Coleman is now mgr. of the Rea-Patterson elvtr.

Caldwell, Kan.—The A. J. Moore Grain Co. will install a manlift in its elvtr.

Valley Falls, Kan.—T. C. Cook is the new mgr. of the Farmers Elvtr. Co. here.

Damar, Kan.—The Home Elvtr. Co. has been incorporated with a capital stock of \$8,000.

Perth, Kan.—The Larabee Flour Mills is installing a Richardson Scale in its new elvtr.

Norton, Kan.—The Derby Grain Co.'s elvtr. here, which burned Apr. 30, will be rebuilt.

Baileyville, Kan.—The Farmers Co-op. Ass'n contemplates installing a radio receiving set.

Clearwater, Kan.—The Larabee Flour Mills is installing a Richardson Scale in its new elvtr.

Hutchinson, Kan.—Walter Stiles is now mgr. of the elvtr. of the Larabee Flour Mills Corporation.

Elsmore, Kan.—Roy W. Cox is improving his plant by residing it and building a new cob and dust house.

Homewood, Kan.—Joe Welsh has purchased the elvtr. of the Associated Mill & Elvtr. Co. here for \$3,710.

Hutchinson, Kan.—We are contemplating quitting business for the coming year.—South-west Grain Co.

Saxman, Kan.—The Kansas-Oklahoma Milling Co. has been incorporated with a capital stock of \$25,000.

Council Grove, Kan.—The Saunders Milling Co. has completed storage facilities with a capacity of 15,000 bus.

Girard, Kan.—C. Hitz & Son Milling Co. incorporated; capital stock, \$250,000. They will erect a 100,000-bu. elvtr.

Topeka, Kan.—Headquarters of the Kansas Grain Dealers Ass'n will be moved to the Mulvane building on June 1.

Topeka, Kan.—The branch office of the Trustor Grain Co. of Emporia will move to the Smith building on July 1.

Wichita, Kan.—Grant Hibarger has applied for membership in the Board of Trade on transfer from W. T. Whitney.



Salina, Kan.—J. Langford, formerly of Wichita, succeeds M. Gautenbein, who retired, as mgr. of the John Hays Grain Co.

Wakefield, Kan.—Samuel Simpson, who was mgr. of the Farmers Elvtr. at Brookville, is now mgr. of the grain elvtr. here.

Galva, Kan.—Ben Nelson, mgr. of the Farmers Elvtr. Co., has resigned. He will go into the grain business on his own account.

Sun City, Kan.—The Sun City Grain Co. is building an attached power house. Up to this time the engine has set on the work floor.

Princeton, Kan.—The S. H. Miller Grain Co. of Kansas City has purchased the elvtr. of the Associated Mill & Elvtr. Co. here for \$3,350.

Penalosa, Kan.—J. H. Magruder will install a truck dump in the elvtr. here, which he recently purchased from the Producers Grain Co.

Lebo, Kan.—Peter McCalum of Elmdale purchased the property of the Associated Mill & Elvtr. Co. recently for \$4,750, from J. Milton Freeland.

Cawker City, Kan.—R. W. Dockstader is having the elvtr. he purchased last year taken down and he will erect a 20,000-bu. elvtr. on the Mo. P. Railroad.

Neosho Falls, Kan.—F. M. Denney & Sons are organizing a \$30,000 milling, grain and trust company for the purpose of enlarging the present business.

Woodbine, Kan.—I have sold my plant here to the Robinson Milling Co. of Salina, Kan. I will be the mgr. here for the Robinson Milling Co.—A. W. Volkman.

Clifton, Kan.—Chas. S. Gill of Kansas City has purchased the Caywood elvtr. here, which was a property of the defunct Associated Mill & Elvtr. Co., for \$2,750.

Grove, Kan.—J. J. Merrilott of Topeka, formerly in the grain business at Tecumseh, is building an elvtr. on the Marysville branch of the Union Pacific Railroad.

Milo, Kan.—The Robinson Wyatt Grain Co. and the C. E. Robinson Grain Co. are the same company. Just one elvtr. operated here by the above firm.—B. R. Clark, agt.

Salina, Kan.—D. P. Lorenz, formerly with the Larabee Flour Mills at Wichita, has accepted a position as assistant mgr. with the Shellabarger Mill & Elvtr. Co.

Soldier, Kan.—C. S. Neeley, who was mgr. of the Farmers Union Elvtr. Co. here, has gone to Maple Hill to manage the elvtr. of the Farmers Co-op. Ass'n, succeeding T. C. Cook.

Bayneville, Kan.—The Bayneville Co-op. Equity Exchange tore down the old Hall-Baker elvtr. on the M. P. Railroad and is replacing it with a 10,000-bu. iron clad elvtr.

Trousdale, Kan.—J. H. Magruder, who recently purchased the elvtr. of the Producers Grain Co. on the W. & N. W. Railroad, is enlarging the dump and will install a truck dump.

Pratt, Kan.—The equipment in the elvtr. being erected for J. H. Magruder on the Santa Fe will include a feed mill, manlift, one large leg, electric motor, a Fairbanks Truck and an automatic scale.

Great Bend, Kan.—H. T. Ratcliffe has resigned from his position with the grain department of the Walnut Creek Milling Co. and he will become associated with an elvtr. company at Celina, Tex.

Junction City, Kan.—C. T. Neyer has purchased an interest in the grain business of M. D. Babb and the firm will do a general hay, feed and grain business under the name of Babb & Neyer.

Cottonwood Falls, Kan.—Work has been started on the 15,000-bu. elvtr. being erected for the Kansas Flour Mills Co. Munson & Erickson have the contract.

Morganville, Kan.—Fred Silver, who sold his elvtr. here to the famous Associated Mill & Elvtr. Co. several years ago for \$32,000 of the suckers' money, has bot the same plant at auction for \$1,725 and will operate it.

Hutchinson, Kan.—The frame headhouse and storage of the Kansas Flour Mills Co. burned May 14. About 15,000 bus. of wheat was in the frame storage. The estimated loss of the building and contents is about \$60,000.

Quenemo, Kan.—A. W. Logan purchased the old Quenemo elvtr. The mill was sold by order of the Federal district court following a suit against the Associated Mill & Elvtr. Co. The mill will be repaired and put into operation.

Fort Scott, Kan.—The Brooks Co.'s plant was damaged by fire on April 14, caused from electrical trouble in the motor.

Maple Hill, Kan.—I have resigned as mgr. of the Farmers' Union Co-op. Ass'n. here, and am moving to Valley Falls to become mgr. of the Farmers Elvtr. Co. C. S. Neeley of Soldier, Kan., succeeds me as mgr. here.—T. C. Cook.

Chetopa, Kan.—I will take over my elvtr. June 1. It has been leased to the Chetopa Grain & Coal Co. who operated it in connection with its mill. The former operator will probably build a small elvtr. in connection with its mill.—G. W. Pratt, Chetopa Grain Co.

Wichita, Kan.—Officers of the Board of Trade recently elected are: L. H. Powell, pres.; J. A. Woodside, vice-pres., and R. B. Waltermire, re-elected sec'y. The directors are E. F. Beyer, F. E. Barr, R. R. Roth, John Hayes, J. H. Moore, Roger S. Hurd, C. A. Baldwin and I. H. Blood.

Maize, Kan.—W. W. Fulkerson, who resigned as traffic mgr. of the Kansas Wheat Growers Ass'n recently, has been arrested on a charge of embezzling \$5,418.22 from the Farmers Grain & Supply Co. of which he was former mgr. Mr. Fulkerson denies the charge, maintaining that the loss occurred by speculation.

Danville, Kan.—The elvtr. of the Larabee Flour Mills, together with 4,000 bus. of wheat, burned recently. A car containing 1,500 bus. of grain also burned. The entire loss is covered by insurance. A new elvtr. is in the course of construction and will be equipped with a Richardson Scale. The elvtr. will be completed next month.

Carlton, Kan.—The Robinson Milling Co. has let contract to the Star Engineering Co. for the erection of a 15,000-bu. studded iron clad elvtr. equipped with a 10-ton wagon scale, 10-h.p. Fairbanks-Morse Type "Z" Engine, 4-bu. Richardson Automatic Scale, and a 1,500-bu. an hour non-chokable leg with rope drive to the head.

Copeland, Kan.—D. L. Barrett, who has been mgr. of the Security Elvtr. Co.'s elvtr. here, was arrested recently when a shortage of 1,000 bus. of wheat was discovered upon checking the records of the company. He admits being responsible for some of the shortage but contends that the balance is due to natural shrinkage by handling the grain thru the elvtr.

Zimmerdale (Hesston p. o.), Kan.—The Zimmerdale Co-op. Elvtr. & Merc. Co. local of the Kansas Wheat Growers Ass'n is erecting a 9,000-bu. elvtr. on the Mo. P. Railroad. Gabbert & Son have the contract. An automatic air dump, automatic 4-bu. scale and manlift will be installed. The elvtr. will be completed July 1.—Ira Zook, mgr. The contract price is \$4,000.

Humboldt, Kan.—Besides the improvements mentioned in this column Apr. 10 the Humboldt Elvtr. Mills will install two large legs, Hall Distributor, 6-bu. Richardson Scale, manlift and 3 G. E. motors with starters and all wiring in conduit. The receiving pit is being deepened and enlarged and all new spouting. W. C. Bailey & Son are making a real elvtr. of the plant.

Wichita, Kan.—Alva B. Schaefer is no longer manager for Sam Williamson. The bogus Bs/L put up as collateral with Central State Bank have been redeemed and the forged Bs/L attached to draft on the Derby Grain Co. have been made good. Mr. Williamson, altho 65 years old, hopes to recover enough of his losses to enable him to continue in the grain business with a new and reliable office manager.

## KENTUCKY

Calvert City, Ky.—The flour mill and warehouse of J. N. Tichenor was destroyed by fire recently.

## LOUISIANA

New Orleans, La.—An examination for the position of superintendent of the Public Grain Elvtr. was held May 26 at the office of the Civil Service Examining Board. Chas. F. Sanford, who was superintendent, resigned to become mgr. of the grain department of A. A. Houseman & Co., New York. Mr. Sanford was for many years assistant chief weighmaster of the New Orleans Board of Trade and was in the export grain business here for 31 years. He was mgr. of the Public Grain Elvtr. since 1917.

## MARYLAND

Hagerstown, Md.—The Federal Milling Co. has tentatively accepted the offer of the Washington County Farmers Co-op. Co. for the purchase of its grain elvtr and flour mills here.

## MICHIGAN

Grand Rapids, Mich.—W. S. Rowe, pres. of the Valley City Milling Co., died May 17.

Albion, Mich.—The assets of the Albion Farmers Elvtr. Co. are to be turned over to the company's creditors.

Lansing, Mich.—Chatterton & Son have been incorporated to deal in grain, etc., with a capital stock of \$1,500,000.

Butternut, Mich.—The Carson City Elvtr. Co. has leased the elvtr. of the Butternut Elvtr. Co. here and will operate the business in connection with the elvtr. at Carson City.

Clarksville, Mich.—The elvtr. and coal sheds of the Clarksville Co-op. Elvtr. Co. were destroyed by fire recently. The loss is estimated at more than \$50,000 and is partly insured.

Mason, Mich.—W. B. Dean has resigned as mgr. of the Mason Elvtr. Co. here. The Isbell interests of Jackson hold a majority of the stock and for the present time W. F. Prescott, mgr. of the Leslie Elvtr. Co., will handle the business. Fred C. Parker assumes active management under direction of W. F. Prescott.

## MINNESOTA

Owatonna, Minn.—John M. Gordon has purchased an interest in the elvtr. here.

Barnesville, Minn.—Albert H. Hammond, who was mgr. of the Farmers Elvtr. Co. here, died recently.

Graceville, Minn.—T. F. Rowan has resigned as agent for the Monarch Elvtr. Co. because of ill health.

Chokio, Minn.—A feed mill will be installed in the plant of the Acme Grain Co. A. J. Clark is mgr. of the firm.

Hastings, Minn.—The elvtr. of the Hastings Farmers Co-op. Elvtr. Co. was slightly damaged by the windstorm of May 8.

Roscoe, Minn.—We have bot the elvtr. here from Mike Bauer and will operate it from now on.—Cargill Elvtr. Co., Minneapolis.

Ruthon, Minn.—Johannes Olsen, formerly with the Tyler Co-op. Co. of Tyler, Minn., is now mgr. of the Ruthon Farmers Elvtr.

Lakefield, Minn.—J. C. Diedrich, J. H. Dickman and J. E. Hiebert, all of Mountain Lake, Minn., have purchased the local flour mill here and will operate it.

Springfield, Minn.—E. Blankenburg, who conducted a grain and coal business at Henry, S. D., succeeds Frank Macho as mgr. of the elvtr. of the Morgan Grain Co. at this place.

Belview, Minn.—D. K. Danielson is again mgr. of the Pacific Elvtr. Mr. Danielson was active mgr. until last summer when he became ill, and L. B. Seljevold has been in charge since then.

Duluth, Minn.—Walter R. McCarthy succeeds his father, the late John F. McCarthy, as pres. of the Capital Elvtr. Co. Mr. McCarthy was associated with the International Grain Co. of Minneapolis.

Duluth, Minn.—The Board of Trade membership of J. N. McKindley has been transferred to Eugene J. Lawler, who is mgr. of the business of the Hansen Produce Corporation of New York on this market.

Frontenac, Minn.—The Wells Creek Mill, which is also known as the Croke Mill, was destroyed by fire recently, caused by the backfire of a gasoline engine. The mill was erected about 50 years ago and was owned by Wm. Fanslow.

Minneapolis, Minn.—The Tenny Co. has opened a merchandising department in the Chamber of Commerce building to do a general merchandising and export business in wheat and other grains. J. H. Riheldaffer, who was formerly with the McCaull-Dinsmore Co., is in charge.

Pelican Rapids, Minn.—The entire plant here was destroyed on May 3, consisting of 200-bbl. flour mill, 60,000-bu. elvtr., 60,000-bu. flat house and flour house, with partial destruction of the flume. I shall not rebuild the mill this season but will build an elvtr. of moderate capacity with office, warehouse and feed rooms, as well as a feed grinding department.—H. E. Frazee.



Bronson, Minn.—The Farmers Elvtr. at this place is being repaired and painted.—W. E. Johnson, agt., Northland Elvtr. Co.

Minneapolis, Minn.—Memberships in the Chamber of Commerce have been transferred to H. C. Putman from W. B. Parsons; to O. F. Olson from H. C. Putman; to M. L. Jenks from Wm. Grettum; to Chas. G. Hubenthal from M. J. Pritchard; to Walter R. Vye from C. B. Mills; to Darrell L. Barber from E. P. Kilroe. The following traveling representative licenses have been authorized: Herbert C. Goms to represent the Brown Grain Co., Arthur C. Wright to represent McDonald & Wyman Co.

## MISSOURI

St. Louis, Mo.—We have sold our elvtr. recently.—F. S. Kaeble of Wm. J. Lemp Brewing Co.

Fayette, Mo.—The warehouse of the Fayette Mill & Mercantile Co. was damaged by fire recently.

Pattonburg, Mo.—The roof of the elvtr. of the Pattonburg Mill & Elvtr. Co. was damaged by the heavy wind of May 7.

Hannibal, Mo.—The Hannibal Milling Co. has started the erection of a 20,000-bu. concrete tank to cost \$10,000. This will increase the storage capacity to 110,000 bus.

St. Louis, Mo.—R. R. De Armond, who is supervisor of the department of weights and sampling of the exchange, has severed his connections with the McClelland-De Armond Grain Co.

Carrollton, Mo.—Edward O'Day succeeds Forrest Lentz as mgr. of the R. V. Seward Grain Co.'s elvtr. here. Mr. Lentz is now in charge of an office and display room here for the same company.

Sumner, Mo.—J. T. McCormick recently purchased the Sumner-Forker Grain Co.'s elvtr. and warehouse here and it will be operated as the McCormick Grain Co. I will continue as mgr.—C. D. Wright.

St. Joseph, Mo.—T. P. Gordon, who was pres. of the Gordon Grain Co., has retired and L. L. Teare, vice-pres., will assume the duties of the pres. until the annual election in July. F. J. Watts, sec'y and treas., will continue to manage the office and will represent the company on the trading floor of the St. Joseph Grain Exchange.

St. Louis, Mo.—The following have applied for membership in the Merchants Exchange: Henry A. Rumsey of Rumsey & Co., Chicago; Geo. P. McFadden of G. C. McFadden & Co., Peoria; A. J. Poorman, Fairfield, Ill.; Franklin F. Howard of Whittaker & Co.; Harry J. Fowler of the Fowler Commission Co., Kansas City; Clarence J. Terrell, of the St. Louis Grain Clearing Co.; Henry W. Allhoff of Allhoff Bros., St. Louis, and Chas. S. Moffitt of the Moffitt-Napier Grain Co.

## KANSAS CITY LETTER

The Frisco Railroad has received several bids for the operation of its elvtr. here.

Jas. S. Hart and Wm. C. Fisher were elected to membership in the Board of Trade on May 22.

Tom Donoway, formerly with the R. J. Thresher Grain Co., will represent B. C. Christopher & Co. in northwest Kan., Neb., and northeast Colo.—Tod Sloan of B. C. Christopher & Co.

Wm. C. Fisher of the Fisher Grain Co. of Hastings, Neb., has made application for membership in the Board of Trade on transfer from B. J. Geisel. The membership sold at \$8,750, including the transfer fee.

David Heenan, a representative of the Armour Grain Co. on the Board of Trade trading floor, will represent the same firm at Wichita after June 1. Graham Robinson, who is with the cash wheat department of this company, recently resigned.

J. S. Hart, former chief of the Kansas state grain inspection department, has purchased the membership of Wm. G. Dilts, Jr., in the Board of Trade for \$8,750, including the transfer fee of \$500. Mr. Hart will enter the grain business in partnership with T. B. Armstrong who was also formerly with the Kansas inspection department.

## MONTANA

Plevna, Mont.—Wm. Niklas is now mgr. of the Columbia Elvtr. here.

Hysham, Mont.—J. D. Manning succeeds C. A. Veiths as mgr. of the elvtr. here.

Billings, Mont.—Fred W. Handel died suddenly Mar. 31 from heart disease. Mr. Handel's wife died a few minutes later from the shock. His brother and he operated an elvtr. here as Handel Bros.

Billings, Mont.—John M. Davis, chief of the division of grain standards and marketing of the Montana Dept. of Agriculture, is touring the state to explain the grain laws and regulations, and held a conference here May 8 with elvtr. operators and farmers. He explained the procedure of securing the surety bonds required of warehousemen by the state laws. He said that of the 700 elvtrs. in the state only one had failed last year.

Moore, Mont.—To the holders of grain storage tickets issued last year by the Moore Farmers Elvtr. Co. will at once be distributed \$9,500, a large share of the money received by John M. Davis, chief of the division of grain standards and marketing of the state department of agriculture, since taking over the affairs of the elvtr. company. There is a total of approximately \$19,000 due the storage ticket holders and the distribution will be made on a basis of 50 cents on the dollar. Mr. Davis has on hand about \$13,000 in cash, but is holding back about \$4,500, equal to the claims of the holders of scale tickets in which the department is not fully satisfied as to the liability. This will remain undistributed pending the outcome of a suit which will soon be instituted against a bonding company by which the elvtr. company was bonded for \$10,000, and in connection with which the validity of scale tickets is questioned.

## NEBRASKA

Kearney, Neb.—Work is progressing on the elvtr. being erected by the Kearney Grain Co.

Kearney, Neb.—The new G. P. Gibbons elvtr. is now in operation and a motor has been installed.

York, Neb.—The York Milling Co. plans to rebuild its mill which was destroyed by fire last month.

Kearney, Neb.—The elvtr. of the Farmers Elvtr. Co. was sold for \$19,400 at a sheriff's sale recently.

Upland, Neb.—Geo. Worley, formerly at Campbell will manage the Peoples Grain, Coal & Live Stock Ass'n here.

Brunswick, Neb.—Chas. Young will succeed M. V. Wood, who has resigned, as mgr. of the McCaul-Webster elvtr. here.

Elmwood, Neb.—The Elmwood Mill & Elvtr. Co. is having its mill overhauled and remodeled in preparation for the new crop.

Beatrice, Neb.—John Dobbs and Ella Piper, both of this city, were married recently. Mr. Dobbs is head of the Dobbs Grain Co.

Harvard, Neb.—Thos. A. Siefkin, who was mgr. of the Farmers Union Elvtr. Co., will manage the Nye-Schneider-Jenks elvtr. here.

Trumbull, Neb.—The Farmers Elvtr. Co. is having a 7,300-bu. addition built. This gives the company a total storage capacity of 22,000 bus.

Greenwood, Neb.—We have let contract to the Birchard Construction Co. to rebuild and repair our elvtr.—Rex Peters, mgr., Farmers Union Co-op. Ass'n.

David City, Neb.—We have built an addition to our elvtr. and have installed a feed grinder of the latest type, are also putting new sills under our elvtr.—Farmers Co-op. Grain Co.

Hastings, Neb.—We have closed our office here. Mr. Dunn, our operator and the writer have been transferred to the Des Moines, Ia. office.—R. C. Pierce of the Armour Grain Co.

Saronville, Neb.—Walter Hogue will succeed Mr. Becker as mgr. of the Saronville Farmers Grain & Live Stock Co. Mr. Hogue formerly managed the Farmers Grain & Coal Co. at Annan.

Humboldt, Neb.—The officers of our company since the death of the president and founder, Orin A. Cooper, are Guy L. Cooper, pres. and mgr.; Jess A. Harris, sec'y and assistant mgr.—The O. A. Cooper Co.

Venango, Neb.—We are building a new cribbed elvtr. here with a capacity of 28,000 bus. The elvtr. will be completed and ready to run by the middle of June.—J. M. Fulton, mgr., Reimer-Smith-Fulton Co.

Richland, Neb.—Walter Burgess is now mgr. of the Farmers Union Co-op. Ass'n Elvtr. here, succeeding H. W. Marble.

Alma, Neb.—A Farmers Equity Union was organized here at a meeting recently and the officers elected were Wm. Blum, pres., and A. G. Banks, sec'y-treas. The company will buy or build an elvtr. at once.

Omaha, Neb.—W. H. McDonald, in charge of the Omaha federal grain supervision office, will go to Chicago June 16 to take charge of the federal grain supervision office in that city. He will succeed W. F. Carroll in the Chicago office.

Hooper, Neb.—It is rumored that H. J. Shaffer, who recently underwent an operation, will have charge of the West Elvtr. upon his recovery. Mr. Shaffer had charge of this house for about 5 years previous to Mr. Roberts' death and was the first mgr. when the house was built in 1904.

Aurora, Neb.—Charles Newlan, who is employed by the T. B. Hord Grain Co., got his hand caught in the rolls of a feed grinder and it was so badly lacerated that amputation at the wrist was necessary. He will draw two-thirds of his wages for 175 months under the Nebraska workmen's compensation law.

## NEW ENGLAND

White River Junction, Vt.—We are not in the grain business, only as distributors.—W. H. Brown.

Easthampton, Mass.—J. H. Sturgess & Co. will build a new elvtr. in the near future.—A. J. Duhamel, Holyoke, Mass.

Boston, Mass.—Howard Coonley has been elected president of the Boston Chamber of Commerce to succeed Fredric S. Snyder.

Springfield, Mass.—Willis C. Arnold, who formerly had an interest in the Marr & Colton Co., of Warsaw, N. Y., has purchased an interest in the Bay State Elvtr. Co. here.

## NEW YORK

Buffalo, N. Y.—The new unit of the Superior Elvtr. Co., now under construction, will be completed in July.

Ransomville, N. Y.—We intend to begin construction of a grain elvtr. in the near future so as to be ready for fall business.—Glenn H. Foote.

Warsaw, N. Y.—Willis C. Arnold has sold his interest in the Marr & Colton Co. He has bot an interest in the Bay State Elvtr. Co. at Springfield, Mass.

Watertown, N. Y.—Matthew A. Donner, who formerly conducted a grain and feed business here, is now associated with C. M. Burns of the Traders & Producers Supply Co.

Buffalo, N. Y.—Kreiner & Lehr have let contract to L. R. Veatch for the construction of a 100,000-bu. concrete grain elvtr. at the Erie Railroad. The approximate cost will be \$135,000. There will be 16 bins and the main unit of the elvtr. will be 130 ft. high.

Buffalo, N. Y.—Glen S. Hackley died recently at his home here at the age of 40. Death was caused by pneumonia. Mr. Hackley was purchasing agent for the Spencer Kellogg & Sons Co. and was with the firm for 9 years. He is survived by his widow and 3 children.

## NEW YORK LETTER.

A. F. Lane, grain and feed broker, has moved his office to the Produce Exchange.

L. H. Fish will represent C. A. Johnson & Co., grain merchants of Chicago, on the New York Produce Exchange.

A. D. Braham has resigned as sec'y of E. A. Strauss & Co., Inc., grain merchants, and has formed a new firm under the name of A. D. Braham & Co.

Chas. F. Sanford, who was superintendent of the Public Grain Elvtr. at New Orleans for many years, is now mgr. of the grain department for A. A. Houseman & Co. here.

For the annual election in June the following have been selected by the nominating com'te of the New York Produce Exchange to be voted on: For president, George Rossen; vice-president, P. H. Holt; treasurer, F. R. Carhart. For members of the Board of Managers: W. A. Johns, B. H. Wunder, W. W. Starr, Winchester Noyes, L. W. Forbell and William Beatty.



Thos. M. Howell, a prominent operator on the Chicago Board of Trade, and John Kellogg of the Armour Grain Co., Chicago, have applied for membership in the New York Produce Exchange. The following have been elected to membership in the New York Produce Exchange: Edgar T. Richards, N. P. Antoniadis, Emerson V. Clarke, all of the Commercial Union of America, and A. H. Morrin of E. A. Strauss & Co., Inc.

## NEVADA

Elko, Nev.—The Elko Roller Mills will be remodeled. The mill will be completely electrified and equipped to handle twice its former capacity.

## NORTH DAKOTA

Logan, N. D.—A grain elvtr. is under construction here.

Courtenay, N. D.—The Equity Elvtr. Co.'s elvtr. here is shut down.

Kary, N. D.—M. J. Cullen sold his elvtr. here to the Aetna Grain Co. of Minneapolis.

Hensler, N. D.—The Aetna Grain Co. of Minneapolis bot the elvtr. of M. J. Cullen here.

Paulson, N. D.—The Aetna Grain Co. of Minneapolis bot the elvtr. of M. J. Cullen here.

Palemo, N. D.—The Aetna Grain Co. of Minneapolis bot the elvtr. of M. J. Cullen here.

New Leipzig, N. D.—M. J. Cullen sold his elvtr. here to the Aetna Grain Co. of Minneapolis.

Grand Forks, N. D.—The State mill and elvtr. will erect a 3-story addition to the office building to cost approximately \$15,000.

Wilton, N. D.—The Occident Elvtr. Co. is installing a new truck dump at its elvtr. here.—Wilton Elvtr. Co., by J. A. Schroeder.

Garske, N. D.—We installed a dump and a 10-ton Fairbanks Scale. T. E. Ibberson Co. had the contract.—D. Baldwin, mgr., Garske Elvtr. Co.

Amenia, N. D.—The White Meal Co. has been incorporated by E. W. Chaffee, Carrie T. Chaffee and E. T. Carley with a capital stock of \$10,000.

Murray (Mayville p. o.), N. D.—We have purchased the Andrews Grain Co.'s elvtr. here, fully equipped.—R. E. Holland, mgr. Murray Farmers' Grain Co.

## OHIO

Piqua, O.—Greene & Brock, brokers with headquarters at Dayton, are reinstalling Logan & Bryan's private wires.

Gordon O.—The John Smith Co. of Arcanum will build an elvtr. here on the site on which the elvtr. of Ammon & Son, which burned, stood.

Newark, O.—A correction should be made in the list of "Regular Grain Shippers of Ohio" under Newark, correcting the name to read The Hulshizer Milling Co.

Cincinnati, O.—Geo. F. Munson, who was former chief grain inspector of the Grain & Hay Exchange, has gone into the real estate business and has opened an office in Silverton, O.

Cincinnati, O.—The BlueGrass - Elmendorf Grain Corporation of Lexington, Ky., and the Daniel & Boss Co. of Cincinnati, have applied for membership in the Cincinnati Hay & Grain Exchange.

Waverly, O.—We have purchased the Pee Pee mill and elvtr. here which was formerly owned and operated by the Stritmatter Grain & Milling Co. It is now in operation.—C. C. Haynes of C. E. Haynes Milling Co.

Sandusky, O.—The Kelley's Island Lime & Transportation Co. of Cleveland has leased the B. & O. docks here for 50 years. The docks, which include a grain elvtr., were until recently controlled by Rosenbaum Bros., Chicago.

Clyde, O.—At a recent meeting of the stockholders of the Reel Milling Co., action was taken to transfer the mill property to the Commercial Savings & Trust Co. of Toledo, holders of \$15,000 bonds of the milling company. The bank will dispose of the property for the benefit of the creditors and stockholders. Lisle Ward, who has been with the company for many years, will remain in charge and look after the custom feed grinding and other necessary work.

Amsden, O.—Michael Eckert, who was mgr. of the Ash & Ash Elvtr. here for 30 years, died May 7 as a result of a paralytic stroke.

## OKLAHOMA

Kingfisher, Okla.—The Kingfisher Mill & Elvtr. Co. will erect a new corn elvtr. here.

Sayre, Okla.—P. J. Messer has succeeded W. B. Tucker as mgr. of the Farmers Elvtr. Co.

Pond Creek, Okla.—Ed. Johnston has let contract to G. L. Godfrey to overhaul his elvtr.

Garber, Okla.—We are building a brick warehouse, one story, 50x70 ft.—R. M. Raulston.

Geary, Okla.—The Farmers Co-op. Mill & Elvtr. Ass'n is in the hands of a receiver.—L. A. Holmes, receiver.

Laverne, Okla.—Ross Rector, agent for the Oklahoma Mill & Elvtr. Co. here, will resign to take charge of the elvtr. of Chas. Cox at Augusta.

Laverne, Okla.—John Duvall purchased my elvtr. at this point. The firm name will be Duvall Sappington Grain Co.—G. I. Edmundson, Englewood, Kan.

Fletcher, Okla.—We will install a corn meal mill and grinder that will grind corn on the cob, and a new engine. We will overhaul the elvtr. before threshing.—H. G. Smith, mgr., Fletcher Grain Co.

Buffalo, Okla.—The Buffalo Farmers Co-op. Elvtr. Co. is having repairs made on its elvtr. by the Southwestern Engineering Co. and also having a 5-bu. Richardson Automatic Scale installed and waterproofing the boot pit.

Hennessey, Okla.—A. K. Parlour, formerly mgr. for the Farmers Elvtr. at Billings, bot D. J. Teit's mill and elvtr., which operated as the Hennessey Flour Mills, and has employed G. L. Godfrey to place a new foundation under the elvtr.

Oklahoma City, Okla.—Officers elected May 8 by the Grain Exchange are: W. B. Stowers, re-elected pres.; C. B. Cozart, vice-pres.; Raymond Shelton, sec'y-treas.; directors, J. J. Stinnett, Geo. Grogan, Frank Winters, Fritz Straughn, Jesse Vandenberg.

Vinita, Okla.—The R. H. Drennan Grain Co., whose mill and elvtr. burned in April, will build a 50,000-bu. elvtr. and a feed mill soon. The buildings will not be completed in time for this summer's harvest, but the company will buy grain and put it into freight cars.

Oklahoma City, Okla.—W. E. Humphrey, pres. and one of the founders of the El Reno Mill & Elvtr. Co. of El Reno, died May 10 at Livonia, N. Y. He is survived by his wife and one son, Edward R. Humphrey, assistant general mgr. of the Oklahoma City Mill & Elvtr. Co.

Guthrie, Okla.—This city will have the first state owned and operated mill and elvtr. in Oklahoma. The Gresham Flour Mills, which failed eighteen months ago, and as a consequence the Oklahoma State Bank also failed, the property of the Gresham Flour Mills, as an asset of the bank, became the property of the state. It will be operated by the State Board of Agriculture in connection with the Farmers Co-op. Wheat Growers Ass'n.

Marland, Okla.—The Bliss Co-op. Grain Co., whose elvtr. burned in March, has let contract to the Star Engineering Co. for the erection of a 15,000-bu. studded iron clad elvtr. The plant will be motor driven with one 7½-h.p., one 15-h.p. and one 1-h.p. motors. It will also have a 5-bu. Richardson Automatic Scale, 1,500-bu. an hour non-chokable leg, truck dump and a No. 31 Eureka Oat Clipper. The company is issuing \$10,000 in bonds to be subscribed for by farmers in the vicinity and the business men of Marland. These bonds are to help finance the building of the new elvtr. The company is also known as the Marland Co-op. Grain Co.

## OREGON

Portland, Ore.—The Northern Grain & Warehouse Co. has leased the Albina Dock No. 2 for a long period from the O. W. R. R. & N. Co. Contract will be let immediately for the erection of a bulk grain elvtr. at the dock to have a capacity of 300,000 bus. The elvtr. will be completed in time for the new wheat crop.

## PENNSYLVANIA

Philadelphia, Pa.—Wm. H. Hahn and Samuel Rosenbaum are named as receivers for the E. E. Delp Grain Co.

Ellendale, Pa.—The flour mill here owned by L. T. Baker was destroyed by fire recently. The loss is estimated at \$10,000 and is partly covered by insurance.

Everett, Pa.—W. R. Speer, T. L. Perrin and T. A. Claycomb have applied for a charter for an intended corporation to be called The Electric Milling Co., to be organized for the purchase and sale of grain, manufacturing and sale of grain products and sale of general commodities.

## SOUTH DAKOTA

Crandall, S. D.—The Farmers Elvtr. Co. has just completed remodeling its power house.

Northville, S. D.—The Northville Grain Co. has purchased the Mashall Milling Co.'s elvtr. here.

Mt. Vernon, S. D.—The Reliance Elvtr. Co. is building a cribbed addition to its elvtr. to increase the capacity.

Gettysburg, S. D.—The Eagle Roller Mill Co.'s elvtr. is being torn down and will be replaced by a new frame elvtr.

Redfield, S. D.—H. W. Speight will install a new steel leg complete and metal roof.—A. E. Leif, Watertown, S. D.

Crandon, S. D.—The Crandon Farmers Elvtr. Co. will rebuild leg and make other minor improvements on its elvtr.

Stickney, S. D.—The Stickney Co-op. Union will let contract for general improvements to its 2 elvtrs. to cost \$1,500.

Pollock, S. D.—Nothing done on elvtr. proposition yet. Voted to buy. To hold a meeting soon.—DeBoer Implement & Grain Co.

Colton, S. D.—We have built some new up-to-date coal bins, capacity 400 tons, and a new office and warerooms.—A. W. Milne, Colton Grain Co.

Tyndall, S. D.—F. C. Byrne and William McBurney have purchased the plant of the Farmers Elvtr. Co. and will organize a company to operate it.

Rudolph, S. D.—G. P. Weisz, mgr. of the Foley Farmers Elvtr. at Foley, will become mgr. of the Farmers Elvtr. here July 1.—A. E. Leif, Watertown, S. D.

Beresford, S. D.—The elvtr. of the Beresford Grain Co. was destroyed by fire May 8. About 10,000 bus. of grain were in the elvtr. Loss partly covered by insurance.

Warner, S. D.—Geo. M. Smythe, who is now mgr. of the Rockham Farmers Elvtr. Co. at Rockham, will take over the management of the Farmers Elvtr. here the coming season.—A. E. Leif, Watertown, S. D.

Valley Springs, S. D.—The elvtr. and contents of the G. W. Wright elvtr. burned May 8. The fire was caused by a hot box in a shaft near the roof of the building. Loss is estimated at \$30,000.—A. E. Leif, Watertown, S. D. The elvtr. is owned by E. A. Brown of Luverne, Minn.

Yankton, S. D.—An 18,000-bu. grain elvtr. is being erected here for Henry DeCamp and will be known as the H. DeCamp Elvtr. Co. The building will be completed and ready for business by July 1. Mr. DeCamp, who was in the grain business for 14 years, retired four years ago but he has decided that conditions are right and therefore has begun active operations.

Conde, S. D.—My father, D. L. Lytle of Turton, S. D., mgr. of the Farmers Elvtr. Co. of that place, bot the G. H. Smith elvtr. here, located on the C. & N. W. The elvtr. will be open for business this fall and now I am grinding feed in the warehouse, which is connected with the elvtr. The capacity of the house is 15,000 bus., run by electric motors.—Lytle Grain Co., J. E. Lytle, mgr.

Sioux Falls, S. D.—The Quinn-Shepherdson Grain Co. of Minneapolis will discontinue its offices on the floor of the local exchange June 1, and T. J. Morgans, who has been with the company for the past 7 years will become resident mgr. of the Udpikie Grain Co. which opens for business here in the quarters formerly occupied by the Quinn-Shepherdson Co., on the grain exchange floor of the Security Bank Building. The company will have private wires in direct connection with Omaha and Chicago and will deal largely in consignments, hedges, arrivals and track scales.



**SOUTHEAST**

Atlanta, Ga.—W. Ches. Smith has succeeded Smith & Bowman.

Atlanta, Ga.—The firm of Haym & Sims has been succeeded by M. H. Haym & Co.—N. H. Haym & Co.

Lake City, S. C.—S. B. Mishoe & Co. have been incorporated to deal in grain, hay, feed, seed and groceries with a capital stock of \$20,000. S. B. Mishoe is pres. and B. Hinnant, sec'y and treas. of the company.

**TENNESSEE**

Nashville, Tenn.—The Southland Mill & Elvtr. Co. is increasing its capital stock from \$50,000 to \$100,000.

Nashville, Tenn.—The Wilson Grain Co. is a new firm operating here to deal in flour, grain and feed. S. H. Wilson is head of the company.

Martin, Tenn.—The Martin Grain & Implement Co. will reorganize and will do a general feed business. J. A. Gardner will be general mgr. of the concern.

Chattanooga, Tenn.—We have let the contract to Spencer Construction Co. for the erection of a 125,000-bu. concrete storage addition.—Mountain City Milling Co.

Chattanooga, Tenn.—Officers of the Chattanooga Hay & Grain Exchange, elected May 12, are: Dan C. Wheeler, pres.; T. M. Seemes, vice-pres., and Harry Winner, sec'y-treas.—C. E. Server.

**TEXAS**

Plano, Tex.—J. T. Stark, formerly a director of the Texas Grain Dealers Ass'n, died recently.

Bailey, Tex.—We do not have a grain elvtr. here. L. J. Crawford buys corn and oats.—H. Lislle.

Celina, Tex.—The Celina Mill & Elvtr. Co. is building a new flour mill. Benj. Smith is pres. and mgr.

Camey, Tex.—The Dorsey Grain Co. lost one of its iron storage tanks recently. A cyclone moved it a mile.

Seymour, Tex.—The Seymour Mill & Grain Co. has installed machinery and will do a general milling business.—Bomarton Grain Co.

Graham, Tex.—The Hinson-Hockaday Grain Co. is remodeling the R. G. Hallman Estate elvtr. and will buy grain here and at Loving and Perrin.

Houston, Tex.—The Downman Hay & Grain Co. has been incorporated by E. C. Downman, E. A. Behring and A. V. Wood, with a capital stock of \$12,000.

Austin, Tex.—A tax of 20c per bushel on wheat and 50c per bale on cotton is proposed in a bill introduced in the legislature, aimed at trades in futures.

Electra, Tex.—The Andrews Grain & Coal Co. has taken over the farmers' elvtr. and will continue to operate it under the name of the Farmers Elvtr. Co.

Austin, Tex.—A bill abolishing the state department of warehouses and markets, including the bureau of weights and measures, has been introduced in the legislature by Reps. Cable and Pope.

Tyler, Tex.—The Marcus C. Smith Co. has let contract for the erection of a grain and hay warehouse to be built on their property on the I. G. N. Railroad. The company will do a wholesale grain and hay business.

Galveston, Tex.—The Galveston Wharf Co. will install 4 Carter-Mayhew wheat and oats separators in Elvtr. B. Elvtr. A has been closed since February and given a general overhauling. It will be in prime condition to handle the new crop.

Beaumont, Tex.—The erection of a grain elvtr. and a line of warehouses on the waterfront here is contemplated. The city will grant a 25-year franchise for the grain elvtr. and warehouses, which will mean that the municipality will not engage in the elvtr. or cotton warehouse business during the term of the contract. This city is in an unusually good position to handle grain and cotton business for both export and coastwide trade because of the excellent railroad and water facilities. The negotiations are being conducted by E. C. Bracken, general mgr. of the Chamber of Commerce.

**UTAH**

Salina, Utah.—The Farmers Equity Mill & Elvtr. was sold at a sheriff's sale May 24. No elvtr. in connection.

Leland Junction (Spanish Forks p. o.), Utah.—Work has been started on the new concrete storage elvtr. for the Leland Roller Mills. The new plant will be fireproof thruout. Floyd S. Whiting Co. has the contract.

**WASHINGTON**

Wheeler, Wash.—Mail addressed to the Wheeler Union Trading Co. has been returned.

Prescott, Wash.—The Pacific Coast Elvtr. Co. has purchased the 50,000-bu. elvtr. and the business of McCaw & Sons.

Pullman, Wash.—C. E. Roberts succeeds A. B. Boling as mgr. of the Kerr, Gifford Co. Mr. Boling will remove to Colfax.

**WISCONSIN**

Augusta, Wis.—Wm. Bethke, whose flour mill was destroyed by fire 2 years ago, has sold enough stock to erect a flour mill.

Cartwright, Man.—It is rumored that N. M. Patterson & Co. will tear down their 2 elvtrs. here and erect one modern elvtr. to replace them.

Galesville, Wis.—The mill of the Davis Mill & Electric Co. will be taken over by the recently incorporated Crawford-Reitmann Mill Co. on June 1.

Superior, Wis.—Samuel Crumpton, a retired grain commission broker, died Apr. 26, aged 82, at his home here. Crumpton & Greenfield, the grain firm of which he was a member, dissolved in 1919.

**MILWAUKEE LETTER.**

P. P. Donahue, E. H. Dadum, E. H. Hiemke, J. W. Rice and A. J. Riebs are supervisors of the grain inspection and weighing on the Chamber of Commerce appointed for the ensuing year.

Bruno A. Bergenthal, O. Fred Olson and Franklyn S. Funke have been elected members of the Chamber of Commerce. Milton Baer was elected a member of the board of trustees of the gratuity fund.

We are indebted to Sec'y H. A. Plumb for a copy of the Sixty-fifth Annual Report of the Chamber of Commerce containing a list of officers and members, report of various departments and the rules of the Chamber of Commerce.

H. Jahns, Jr., formerly with Runkel & Dadmun, has opened an office in the Chamber of Commerce building to engage in the brokerage business for the sale and purchase of grain and millstuffs and to solicit consignments of grain and seed. He will represent chiefly E. S. Woodworth & Co., Minneapolis, and Rosenbaum Bros. of Chicago.

**WYOMING**

Torrington, Wyo.—The construction of a flour mill here is contemplated by Mr. Beloit and others.

REGULATIONS under the Grain Futures Act were discussed at Chicago May 19 in a conference between officials representing the Chicago Board of Trade, Minneapolis Chamber of Commerce and Kansas City Board of Trade, and Chester Morrill, ass't sec'y of Agriculture, J. W. T. Duvel, W. F. Logan and J. R. Mathewson.

LOW PRICES for grain will only spell trouble. Farmers will naturally reduce the acreage sown when they find they are raising grains only to lose money. Labor costs in this country are high. Farmers must compete with manufacturers to secure labor and our population prefers to work in the cities as against working on the farms. Labor in the cities have an eight-hour day. We might all starve to death with an eight-hour-day by the farmer. Our population is increasing at the rate of a million and a half a year. Some day we will need 800,000,000 bushels of wheat, but under present conditions we cannot produce wheat in competition with other countries and come out even. We will break the price of wheat, break the farmer and then break industry.—C. A. King & Co.

**Feedstuffs**

WOODSTOWN, N. J.—Avis Bros.' feed mill burned May 8. Loss, \$40,000.

MORRISTOWN, TENN.—A feed mill is being erected by John F. Sullenbarger.

BRYAN, TEX.—Vick Bros.' feed warehouse burned recently, causing a loss of \$10,000.

PETALUMA, CAL.—Parker & Gordon will erect a feed mill to turn out poultry feeds.

NEWARK, O.—The Newark Feed Co. has been succeeded by Davis, Overturf & Babcock.

NEBRASKA CITY, NEB.—The Wash-Co. Alfalfa Mills are soon to be opened as a feed mill.

BUFFALO, N. Y.—The Feed Dealers Supply Corporation has succeeded the Cashandcarry Feed Corporation.

LITTLE ROCK, ARK.—The construction of a cereal plant is contemplated here according to plans by C. A. Birdsall.

CENTERVILLE, IA.—James Morrison and Grant W. Venell have engaged in the wholesale feed and flour business.

FREMONT, NEB.—Additional equipment to double the capacity of the Fremont Corn & Alfalfa Mill will be installed.

PUYALLUP, WASH.—The Valley Feed Co. has been incorporated with \$15,000 capital stock by F. W. Breed and others.

GARDEN CITY, KAN.—The Denver Alfalfa Milling & Products Co., of Lamar, Colo., has bot the alfalfa mill here of Otto Weiss.

BUTTE, MONT.—An alfalfa mill has been installed by the Dorsh & Greenfield Co., which later will put in two more mills for grinding.

LAWTON STATION, N. Y.—L. A. Weightman is having a feed mill erected by L. R. Veatch, to be equipped with a 22-inch attrition grinder.

CHATTANOOGA, TENN.—The Lookout Milling & Grain Co. is putting in new machinery and enlarging plant for dairy and chicken feed.—C. E. Server.

COLTON, CAL.—The latest machinery for the manufacture of feed and poultry supplies is being installed by the Globe Milling Co. in a new building.

WINDSOR, ILL.—O. J. Swain has leased a building and erected an addition to it to house an extensive plant for the manufacture of stock and poultry feeds.

BELLINGHAM, WASH.—Seiple & Brooks have leased the Crescent Mills and will do feed grinding, as well as act as distributors for Balfour, Guthrie & Co.

MINNEAPOLIS, MINN.—The American Feed Manufacturers Ass'n has named H. Wehman as one of the publicity com'te for the annual meeting at St. Louis June 7 and 8.

EUGENE, ORE.—Theodore Harmon is now manager of the consolidated Beaver Feed Mills and Eugene Mill & Elevator Co., both owned by Kerr, Gifford & Co., of Portland.

WARRENSBURG, MO.—Jesse J. Culp, proprietor of the elevator mills, is erecting a 2-story brick building costing \$17,000, in which to manufacture his University Hog Worm Remedy.

ASHLAND, KY.—The capital stock of the Van Hoose Adams Co. has been increased to \$200,000. The company will erect two buildings for corn and feed mill. E. D. Van Hoose is mgr.

THE FIRST car of 1923 crop alfalfa arrived at Kansas City during the week ending May 19 according to reports received by the U. S. Department of Agriculture. This car was from Oklahoma but was hot and out of condition. Cool and wet weather is retarding the cutting and curing of alfalfa in the Southwest so that no large movement of new hay to central western markets is expected before about June 15.



MONTAGUE, MICH.—The feed store here owned by Joseph Walthers of Muskegon burned on the morning of May 8 with beans, wheat, flour and straw owned by the Farmers Co-operative Ass'n, valued at \$13,000.

YELLOW SPRINGS, O.—The elvtr. of the National Feed Mills burned on May 9, together with 7,000 bus. of grain. The loss is estimated at \$30,000. The fire was discovered at 4:55 p. m. at the top of the cupola. The plant will be rebuilt.

ATLANTA, GA.—Chas. A. Wilson, private inspector and sampler of grain at St. Louis, Mo., and manager of the grain sampling and seed inspection department of the Merchants Exchange, has joined the forces of the Alco Feed Mills at this city.

HAMPTON, Mo.—The Farmers Co-op. Elvtr. Co. is installing a new feed grinding plant in its elvtr. The equipment will include a 24-in. Unique Mill with two 20 h. p. motors, corn cob crusher, corn sheller, grain cleaners and elevating and conveying machinery.

COLUMBUS, NEB.—The feed mill and elvtr. erected for the C. H. Sheldon Co. has been completed. The company will specialize in the manufacture of graham flour, corn meal, stock and poultry feeds. John Witte will be in charge of the branch of the business.

BUFFALO, N. Y.—One man has died from his burns following the explosion reported in the feed building of the H. O. Company May 8. The explosion occurred at 3 p. m. in the elevator head on the 7th floor where 8 men were at work. The roof was blown off and part of the side walls collapsed. After two hours' work the fire was put out. Between 60,000 and 70,000 bus. of grain were in the room, where the explosion took place, in the process of being dried. Loss, \$30,000.

CHICAGO, ILL.—The Quaker Oats Co., which is one of the largest manufacturers of feed, increased its dividend rate May 17 from \$10 a year to \$3 quarterly on the common stock. Robert Stuart, formerly treas., was elected chairman of the executive com'te at the meeting of the directors. Robert Gordon, formerly sec'y, was appointed treas., and his place was filled by W. L. Templeton, formerly assistant sec'y. Calman Martin was elected an assistant treas. Other officers were re-elected.

BARLEY generally is considered about 90 to 95 per cent as valuable as corn for fattening livestock. Altho it is a good feed for all stock, it should be crushed or rolled for sheep, hogs, and all young stock. If ground fine the flour produced makes mastication difficult and the animals do not like the grain as well and eat less of it than when rolled. It should not be the only grain in a heavy ration for young pigs, as the hulls irritate the digestive system. It is often used in preference to corn for show cattle because it does not make such hard flesh.

## Advise Not Enclosing Attrition Mill Motors.

That squirrel cage motors used direct-connected with ball bearing attrition mills should not be enclosed was recommended recently by a conference composed of representatives of the Mutual Fire Prevention Bureau, the Electric Power Club and the Attrition Mill Manufacturers. Considerable discussion was had on the advisability of enclosing these motors in order to reduce fire risk. It was clearly brought out that rules must be made based on facts and past experience rather than rules based on the idea of trying to prevent something that may happen. The increased cost for the latter kind of legislation would greatly handicap the industry and retard its development. In many cases it might lead to a different arrangement such as belts, steam or oil engines, etc., and result in a greater hazard than the open type squirrel cage motor. It was also pointed out that the hazard with an enclosed ventilated motor or

totally enclosed motor of ordinary construction might be greater than with the open type squirrel cage motor. No tests have been made to determine the factor of safety with one type of construction over the other.

However, experience has shown that the open type squirrel cage motor as used on attrition mills for the past ten years has furnished a satisfactorily operating equipment and no statistics available indicate that the open type squirrel cage attrition mill motor has caused fires or explosions.

To express the sentiments of the conference, a resolution was passed as follows:

"It is the sense of this meeting that the three interests represented (The Mutual Fire Prevention Bureau, The Electric Power Club, and The Attrition Mill Manufacturers) are of the opinion that in the light of past experience it is not either necessary or advisable to generally enclose squirrel cage motors used on direct connected ball bearing attrition mill motors.

## Program of Feed Manufacturers.

For the 15th annual convention of the American Feed Manufacturers Ass'n to be held Thursday and Friday, June 7 and 8, in the Statler Hotel at St. Louis, Mo. the following program has been arranged:

### Thursday, 10:00 A. M.

President's Annual Address—O. E. M. Keller. Report of Executive Committee—Harold A. Abbott.

Report of Secretary—L. F. Brown. Report of Treasurer—W. R. Anderson.

Report of Traffic Manager—R. M. Field. "The Transportation Problem, and the Shipper's Interest in It," by Joseph H. Beek, Executive Secretary, National Industrial Traffic League, Chicago, Ill.

Address by Dr. H. H. Hanson, President, Association of Feed Control Officials of the United States, Dover, Del.

Luncheon meeting of sales managers. Meeting place to be announced.

### Thursday, 2:00 P. M.

"Recent Discoveries in Stock Feeding," by Dr. F. B. Morrison, University of Wisconsin, Madison.

"The Functions of the Modern Grain Exchanges Briefly Told," by John R. Mauff, Executive Vice-President, Chicago Board of Trade.

"Some Equipment Necessary to Success in Manufacturing," by E. W. McCullough, Washington, D. C., Manager, Fabricated Production Department of the Chamber of Commerce of the United States.

"Dry Yeast as a Component Part of the Ration for Live Stock and Poultry," by M. E. Dickson, Manager, Feed Yeast Department, The Fleischmann Co.

### Thursday Evening.

Dinner and entertainment in charge of local committee.

### Friday, 10:00 A. M.

Discussion led by Hon. Nelson B. Gaskill, Washington, D. C., Member, Federal Trade Commission.

Election of officers.

Meeting of Executive Committee.

Luncheon meeting of buyers. Meeting place to be announced.

### Friday, 2:00 P. M.

General Discussion—Subjects: Alfalfa Meal and Milling; Long Time Contracts and Price Guarantees; Uniform Sales Contracts; Cost and Cost Accounting. Adjournment.

BEAN PRICES in Roumania have nearly doubled in a year. There is at present a shortage of beans, one of the country's most important foodstuffs and a large item in the export list. The advisability of prohibiting the export of this product is being considered by the Ministry of Industry and Commerce.

## OWEN L. COON Railroad Claim Attorney Association Building CHICAGO

Charges—33 1/3% of the amount collected. No charge if nothing collected.

Now handling more than 10,000 claims annually

## Supreme Court Decisions

**Interest on Damages for Delay.**—Under Statutes in Admiralty Act, March 9, 1920, § 3, a decree against the United States for damages for delay in transportation of cargo may include interest at 4 per cent.—*Middleton v. United States*. U. S. District Court, South Carolina. 286 Fed. 549.

**Damages for Failure to Accept Grain on Contract.**—Where defendant contracted to purchase a certain quantity of grain of a certain grade at a specified price, time and place, and the grain was tendered to him according to the specifications of the contract, and the tender was refused by him, held, he was liable for the difference between the contract price and the market price on the day of the tender.—*Niswender v. Wm. F. Bolen*. Supreme Court of Kansas. 214 Pac. 96.

**Federal Trade Commission.**—Under Federal Trade Commission Act, § 5 (Comp. St. § 8836e), empowering the commission to prevent unfair methods of competition, the court has no general authority to compel competitors to a common level, to interfere with ordinary business methods, or to prescribe arbitrary standards for those engaged in the conflict for advantage called competition.—*Federal Trade Commission v. Sinclair Refining Co. and Standard Oil Co.* Supreme Court of the United States. 43 Sup. Ct. Rep. 450.

**Attachment of Proceeds of Draft.**—Under federal Uniform Bills of Lading Act (U. S. Comp. St. §§ 8604aaa-8604w), proceeds of draft attached to order B/L cannot be subjected to the consignee's demand against shipper for damages resulting from a shortage in weight, where the shipper transferred the draft to an innocent holder or assignee. The federal Uniform Bills of Lading Act (U. S. Comp. St. §§ 8604aaa-8604w), having taken over the field of Bs/L in interstate commerce, supersedes the state law and is controlling with respect to interstate shipments.—*First Nat. Bank of Ripley, Tenn., v. Tchula Commercial Co.* Supreme Court of Mississippi. 95 South. 742.

**Adulteration of Oats.**—Where oats shipped in interstate commerce contained 23 per cent of foreign material, a percentage of which was commercial wild oats which had been intentionally added, they were subject to forfeiture under Food and Drugs Act June 30, 1906 (Comp. St. §§ 8717-8728), notwithstanding that the oats were graded by an authorized inspector as sampled oats and so sold, and the Grain Standards Act. Aug. 11, 1916, and Regulatory Announcements No. 46, §§ 1, 13 and 14, authorizing shipment of oats in their natural state containing as high as 25 per cent of foreign material.—*United States v. 154 Sacks of Oats*. U. S. District Court, Virginia. 283 Fed. 985.

**Recovery of Award of Reparation by Suit.**—Under Rem. Comp. Stat. § 10433, providing that suit may be instituted in any court of competent jurisdiction for the payment of the overcharge by a public service company, which does not comply with the order for payment within the time limited therein, the merits of the controversy as to the justness of the award may be put in issue, tried and determined, and such suit may be instituted in a court of general jurisdiction at any time within one year from the date of the order of the department of public works.—*Tacoma Grain Co. v. Northern Pac. Ry. Co.* Supreme Court of Washington. 213 Pac. 22.

**Representations by Policy-Holders in Application for Insurance.**—A statement in application for fire insurance that applicant had title in fee simple was not a false statement, although there was in existence a trust deed by which applicant had conveyed the property to protect persons who had secured indebtedness for applicant, since a fee simple estate may be either legal or equitable. Silence which will avoid a fire policy must be about a matter material to the risk, and in this connection *Thomp. Shan. Code*, § 3306, does not apply to silence, but deals only with misrepresentations and warranties.—*Lillie Hughes, owner of flour mill at Pikeville, Tenn., v. Millers Mutual Fire Ins. Co.* Supreme Court of Tennessee. 246 S. W. 23.



## Seeds

INDIANAPOLIS, IND.—Entering the office of the Everett Seed Co. on Saturday afternoon a thief stole \$100.

OGDEN, UTAH.—Rules for the certification of seed wheat and oats have been completed by the state board of agriculture and the Utah Agricultural College.

BALTIMORE, MD.—The Meyer Seed Co. has succeeded the Meyer-Stisser Co., the latter having withdrawn. John F. Meyer is pres. and general manager.

LANSING, MICH.—Senate Bill No. 167 to regulate the sale of agricultural seeds, was read a third time in the House May 5, but failed to get a majority of all members, and did not pass.

FORT WORTH, TEX.—Milo and kafir are very slow; in fact, it is almost impossible to find a buyer, as the speculative interests have withdrawn and the feed dealers are fairly well stocked up.—Transit Grain & Commission Co.

MILWAUKEE, WIS.—The grass and clover seed arbitration com'tee of the Chamber of Commerce as recently appointed for the ensuing year consists of J. J. Crandall, F. W. Kellogg, H. B. Courteen, Hugo Teweles and J. V. Lauter.

DECORAH, IA.—On May 7 J. T. Tait, trustee, filed with Referee in Bankruptcy John G. Chalmers of Dubuque, Ia., a stipulation of settlement with the Winneshiek County State Bank on mortgages it held against the Adams Seed Co., bankrupt, which was considered by the referee, May 18.

RENO, NEV.—Under a modification of the alfalfa embargo just issued by the governor, shipments may be made from the weevil-infected districts to points outside the state that make no objection to receiving such shipments. This permits shipments to Kansas City, St. Louis and other Missouri and Mississippi points where it is to be fed in stockyards.

TOLEDO, O.—Clover seed market has been rather quiet. Profit taking sales have appeared on the bulges. Investment buying has appeared on the breaks. Local crowd are inclined to feel bullish. Weather has not been satisfactory. Weeds are growing faster than clover. Acreage is much smaller than last year. Farmers have plowed up considerable. Present prices, when tariff duty is considered, are not out of line with previous seasons. Illinois interior dealer says that in Champaign County, where they always have raised a surplus, prospect is for nearly a failure this season.—C. A. King & Co.

MINNEAPOLIS, MINN., May 19.—One night the past week the temperature in the flax territory went as low as 20 degrees. We doubt if there was much seed sprouted, but all there was is killed. We have sold three cars of seed flax for distribution by seed men. This will probably cost the farmer nearly \$3.50 per bushel and as September-October flax is quoted \$2.45 to \$2.50, we do not anticipate much seed will

be planted above what is retained in the country. Weather to date this spring in the Northwest has been unfavorable for planting operations. It is generally thought this will tend to increase the flax acreage.—Archer-Daniels-Midland Co.

TOLEDO, O.—New crop futures clover ruled lower on increased offerings. Good general demand is in evidence on all moderate setbacks. Weather has shown big improvement for the new crop. Clover prices will largely depend upon weather conditions until the new seed crop is harvested. The critical periods of hay and seed making are ahead. No one can accurately foretell the outcome. Adverse reports may come later. Orders here in advance will receive advantage of swings in either direction. The condition of meadows for the U. S., as a whole, is 87 per cent., or 3 per cent. below the ten-year average. The outlook is for a crop of 84,704,000 tons, which is 12,000,000 tons less than produced last year.—Southworth & Co.

TOLEDO, O.—While there have been bids in the market here for August, October and December alsike, practically no business has been transacted. Reports would indicate a small crop, but we have not had any reports from Canada. A year ago alsike sold at a very large premium under red clover, but, of course, that is no indication it will do so this season. Timothy seed has not been very active as far as cash prime is concerned, but there is more or less doing in the new crop futures. New crop futures have ruled rather firm with the August at a big premium over September and October, due more to the risk of there being no new timothy sent to market during August, than to any other cause. The September and October seem to have some friends, and what little selling there has been we believe was as a sort of hedge against cash seed.—J. F. Zahm & Co.

### Hearing on Sioux City Rate Case.

Paul O. Carter, special examiner of the Interstate Commerce Commission, concluded a hearing at Sioux City, Ia., May 10, on rates from South Dakota points.

S. P. Mason, manager of the Terminal Grain Corporation, said the increases would work an injustice to Sioux City dealers who have developed a large business on the basis of the rates that have been in effect for months, and would directly result in lower prices being paid to the producers of grain in South Dakota. That under the present rate structure Sioux City had been able to pay South Dakota farmers from 1 to 3 cents a bushel more for corn than the market could have done had the proposed tariff been effective. The certain result will be to lower the prices of the South Dakota farmer and prevent South Dakota grain from being marketed in lower Mississippi valley territory. The proposed increase in many instances is 20 per cent of the present through rate.

G. F. Nicolin, traffic manager of the International Milling company, and H. L. Jackson, of the Western Terminal Elevator company, confirmed the testimony of Mr. Mason.

A. S. Boden said if the increases were permitted they would be out of line with the rates from points in Nebraska on the Chicago, Burlington & Quincy and other railways to the same destination territory.

H. C. Wilson, commissioner of the traffic bureau, who presented the Sioux City contention, stated that if the railways' new tariffs were permitted to become effective that the present South Dakota grain shipments to the south would be dissipated in other directions.

The proposed advances were favored by J. A. Kuhn, representing the Omaha Grain Exchange, alleging that under the existing rates Sioux City had an unfair advantage; and by J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade, and W. A. Bowlus of the Milwaukee Chamber of Commerce.

## Grain Carriers

A RAISE of 3 cents per hour has just been granted 20,000 shopmen by the B. & O. R. R. Co.

FRANK McMANAMY has been appointed a member of the Interstate Commerce Commission to succeed W. M. Daniels, who resigned.

CONSOLIDATION will be opposed by the larger railroad companies, at the Washington hearings by the Interstate Commerce Commission on its proposed grouping.

THE LATE opening of navigation on the lakes gave the season a disturbed start, with losses to shippers of grain and flour who had made contracts based on an earlier opening.

E. F. GRABLE, formerly grand pres. of the United Brotherhood of Maintenance of Way Employes, has been appointed a member of the U. S. Railroad Labor Board, to succeed Albert Phillips.

BUFFALO, N. Y.—The Erie Canal now has 34 companies operating boats, the most recent addition to the number being the Superior Transportation Co., with Captain E. J. Rick as manager here.

DULUTH, MINN.—At the request of shipping interests the Board of Trade has granted two extensions of the time for "opening" shipments of grain of 24 hours each, on account of the delayed opening of navigation.

BAD ORDER freight cars on May 1 amounted to 210,505, representing 9.2 per cent of the total on line, a decrease of 3,546 from April 15, according to a report of the car service division of the American Railway Ass'n.

EFFECTIVE May 15 the Canadian Railroads have announced a reduction of 2½ cents per 100 pounds on export rates for grain for milling in transit and on flour from lower lake ports to Canadian Atlantic seaboard for export.

TROY, N. Y.—During the first two days of navigation 137 barges and tugs cleared from Troy. Eight barge loads of grain cleared from Buffalo May 7, making the first grain movement of the season.

FORT WILLIAM, ONT.—For the transportation of grain, coal and flour 13 steamships have been purchased by the Ogilvie Flour Mills Co. to operate between Lake Erie ports and Montreal under the name Bay Line Steamships, Captain H. N. McMaster, manager. The capacity of the boats is about 1,800 tons each.

WASHINGTON, D. C.—Before the Interstate Commerce Commission May 11 an appeal for reduced rates was made by C. B. Hutchings, representing the American Farm Bureau Federation. He cited tremendous increase in farm mortgages in the west as an example of agricultural depression which might be in part held against the freight rate levels. Chairman Meyer of the commission questioned the witness as to how much the mortgage increases might be due to the transfer of land at "war prices," but Mr. Hutchings said he did not have data on the point.

MINNEAPOLIS, MINN.—A. L. Bergfeld, superintendent of transportation of the Great Northern, said he believed the car movement following the 1923 harvest will be vastly different from that of 1922, one of the worst car shortage seasons in the history of railroading. Four important factors are changed, Mr. Bergfeld said. This year there is no shopmen's strike and no coal strike. Moreover, railroads throughout the country have improved their rolling stock, both their motive power and their carrying equipment. In addition, they have made large purchases of locomotives and freight cars.

SOUTH AFRICA's corn crop is officially reported to be 35 per cent more than last year.

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## Democracy or Bureaucracy, Which?

[Address by A. L. Scott of Pittsburg, Kan., before Kansas Grain Dealers Ass'n.]

Our forefathers fled from the persecution of the old world and settled this continent, founding an asylum for the persecuted from all parts of the world. After years of struggle and toil for existence, a virile population at last fringed the Atlantic coast. Later there arose the war of Revolution, then came the Declaration of Independence in '76 and later our own immortal constitution was adopted in 1789. The design of this great instrument was to guarantee the principles set forth in the Declaration, founding upon this continent an experiment among the governments of the world, a Democratic form of government which was to be a government by law and not a government by kings. This experiment was new to the world and is still new, for it remains to be demonstrated whether this trial of self government is to succeed or whether our nation is to go the way of the nations of the past.

There has arisen in this country an evil omen. Certain types of mentality, styling themselves "progressives," "reformers," etc., claiming to embody new ideas of benefit to organized society, yet a mere cursory examination reveals these programs as old as history itself and they were the rocks that wrecked nations centuries ago. They sneer at the constitution of the United States and refer to it in the most flippant terms.

Recently a decision of the Supreme Court of the United States was bitterly criticised throughout the land by these so-called progressives. I particularly recall that one of these critics criticised the Court because it did not interpret what he was pleased to style the "popular mind" as regards the minimum wage decision in the District of Columbia case. It does seem that we have gone a long step backwards when the Judicial Department of our national government, which was founded by the framers of the constitution as a co-ordinate branch, is criticised because it looks to the constitution for its authority rather than to what this flippant uplifter styles the "popular mind." We hear a great deal of criticism for the constitution and our courts from other quarters. Much has been said about government by injunction, yet we often find our labor leaders appealing to our courts for justice through the injunction. Other critics assert that the constitutional provision empowering our Supreme Court to annul an illegal law should be repealed, or in other words, that the will of the majority should stand whether legal or illegal.

If such a limitation were put on our courts it would destroy a basic principle of our form of government and passion and frenzy, which so often sway the popular mind, would jeopardize the rights of minorities. Our government is founded on justice and it is not consistent with its aim or purpose to do an injustice to even its weakest citizen.

To adopt such an innovation into our organic law would be an abdication of free government. Under such a regime no citizen is safe as to life or property and it is at once apparent that such a government would destroy all independence, self respect and pride among its citizens.

Since the armistice, we have experienced a period of unrest and general dissatisfaction, a disturbance of our mental equilibrium, a direct result of the world war. It has not been confined to our people, but extends to world populations.

We find a great many public men rushing around and making a lot of noise in frantic efforts to do something for the farmer. Some of these theorists may be honest and sincere in their advocacy of impractical theories which would not help conditions but on the contrary make them worse. There is, however, a certain class who deserve the execration of all intelligent men and women. I refer to that class of politicians who know better but are merely farming the farmer and take advantage of the conditions of unrest and are reaping therefrom fame, glory or money.

I think I am not stating it too strongly when I say that we do not have a man in public life today who dares tell the people where the trouble lies. For it must be plain to casual thinkers that our present difficulties are largely, if not entirely, of our own making and the solution for the whole business may be summed up in a little short phrase of four words, "Earn more, spend less."

The growth of bureaucratic government in the way of boards, commissions, bureaus, with inspectors practicing a system of espionage and general meddling with private business has swollen to such an extent that each four citizens support one government employee and the cost in the past decade is over four billion dollars, a sum many times our comprehension. These parasites have not only made tremendous burdens in the way of extra taxation, but have withdrawn hundreds of thousands of able bodied people out of productive pursuits and constitute a standing army producing nothing and have harassed business to such an extent that the patience of American business men has been taxed almost to the breaking point.

It should be plain to us that when we take away the business of the people, when the government censors, supervises, inspects and controls the private affairs of its citizens in the minutest details, involving everything from rail-

roads to setting hens, tinkering with the bodies of the people, sick or well, regulating everything from the birth of a baby to the soda in a biscuit, it is plain that we are hopelessly debasing the people and will soon enslave the race.

The beginning of our civil government was supposed to be by the constitution and statutory law, and our country was a marvelous example, not only to the people of this nation, but to the old world for over a hundred years of its history.

A few years after the close of the Civil War there arose a general economic depression. Agriculture was depressed and out of this untoward condition some evil genius conceived the idea of substituting for government by law and placing in lieu thereof the idea of government by personality in the form of bureaus and commissions. It is a matter of record that there are acres of ground covered by the most expensive public buildings in Washington, D. C., each of these filled with department heads and clerks, many of whom are duplicating or doing the same work and all performing work that could be done better by the people themselves.

It is plain how such a condition has been brought about. Various office seekers who land into Congress for fame and glory have gotten through the Congress laws creating boards, commissions, bureaus, etc. The customary method of legislation in establishing all such forms of personal government is for a section of the act to declare that the secretary, director or the head of the bureau shall have full authority to make all rules and regulations necessary to enforce the "full intent" of the act.

Instead of laws as designed by the constitution to be made for everyone in our country, these commissions and bureaus make laws, not for everyone, but for particular lines of business or particular groups of people. This system has been growing and enlarging since 1870, and for the past ten years has doubled and quadrupled until now the expenses run far into billions. These commissions and bureaus are usually maintained by levying a tax upon the products of particular industries—a dangerous form of legislation. Government expenses should not be raised in this way, but should be raised by general appropriations. The people then would know what they are paying.

Under the present indirect system they little realize that the direct taxes they pay, levied by the state, county, city or municipality is a mere bagatelle as compared to the amount they pay indirectly through a system of bureaucratic government.

But worse than this tax, because the tax eventually must come back upon the people, is a system of un-American espionage practiced on legitimate business. So enormous has been its growth and control that our people apparently are forgetting the very fundamentals of republican government.

There are so many laws, rules and regulations that it is impossible to keep them all, and right here is a glaring and despicable feature of bureaucracy, in that it invariably sets up its own will against that of the legislature or the Congress that created it. Our best citizens are inspected, censored, regulated, controlled, dogged by spies and sleuths, and frequently hailed into court for alleged violations, not of statutes made by legislatures or the Congress, but of boards and commissions. I submit that when our government subjects its citizens to such treatment it will eventually break down the morale of its best citizenship.

It ought to be plain to everybody that multiplicity of law breeds contempt and disrespect of law. We should remember that our government is stronger when its citizens willingly obey the law themselves without being forced into obedience.

THE FINAL PAYMENT of 2.4 cents per bushel has been made by the New South Wales Voluntary Wheat Pool Com'te, closing the crop of 1921-22, Consul Wormuth, Sydney, reports to the Department of Commerce. The total paid amounts to \$1.149 per bushel, less freight, or \$1.046 net, with a slight increase or decrease according to distance from Sydney. The average price realized was \$1.223 per bushel, the difference between this and the net figure covering the total expense for receiving, freight, storage, and administration. The total amount of wheat placed in the pool was 22,785,559 bus. An agreement similar to the one in force last year has been entered into by the New South Wales Voluntary Wheat Pool, Ltd., now a domestic corporation, and the Commonwealth Government and Commonwealth Bank for the handling of this season's harvest. The State elevators recently completed by the New South Wales Government, have been leased to the pooling company and have begun to receive wheat. The quantity of wheat received during the current season, up to February 1, 1923, was 11,156,805 bushels, of which 4,545,042 bus. were placed in the elevators.

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## Supply Trade

NEW YORK, N. Y.—Robert T. Pierce has been appointed manager of the Webster Mfg. Co. office to succeed the late Glen N. Porter whose death occurred March 31st.

SPRINGFIELD, ILL.—The bill, S. B. 139, to create a com'te to work for the abolition of "Pittsburgh plus," and appropriating \$25,000, was referred May 18 to the com'te on appropriations of the Illinois Senate.

NEW YORK, N. Y.—The American Engineering Standards Com'te has presented more than 1,000 outstanding opportunities for the elimination of economic waste thru the simplification of varieties and sizes of products in the first analysis of findings in the survey of simplification opportunities which has been carried on during recent months.

MINNEAPOLIS, MINN.—We have recently made shipment of the following Carter Disc Separators: Overland Elevator, Lisbon, N. D., Interstate Elev. Co., Minneapolis, Minn., Quaker Oats Company, Akron, Ohio, St. Johns Univ. Mill, Collegeville, Minn., Cortright Milling Co., Homer, Mich., Phoenix Flour Mills, Davenport, Ia., also 4 shipped to England and 3 shipped to Chile.—Carter Mayhew Mfg. Co.

CINCINNATI, O.—A three-day triple convention was held here recently by the Nat'l Supply & Machinery Dealers' ass'n, the American Supply & Machinery Manufacturers' ass'n, and the Southern Supply & Machinery ass'n. Delegates from all parts of the United States were present at the initial session, a feature of which was an address by the president of each of the associations. The program also included five-minute talks on technical subjects by selected members of the three bodies, and general discussion of business conditions throughout the country.

### Yes, A Hot Bearing Started It.

So many recent fires have been traced direct to hot bearings it would seem imperative that every elevator operator watch his bearings more vigilantly. James Johnson, Mgr. of the Avoca Elevator Co. at Avoca, Neb., knew his bearings were not running cool so he watched them and saved the plant.

Avoca is on the Missouri Pacific branch, which, unlike stations on all main lines, has not been getting any cars until recently. Then the M. P. dumped a string of them on the side track and told Mr. Johnson to go to them. Market conditions were favorable so he employed extra help and started to load them. On May 4th he ran the plant eleven hours and gave personal attention to the machinery. He discovered that a line shaft bearing under the working floor was disposed to heat and therefore he gave it lots of oil. Only recently he had installed electric power and doubtless had belted up the new prime mover too tightly. He watched the offending bearing very carefully, still it persisted in getting warm. On the second day he gave it close attention but he did not consider it dangerous. About two o'clock on leaving the office he noticed smoke coming from the elevator and naturally he immediately got busy and called for help. The offending bearing had started the fire but fortunately it had not gotten such headway but what he was able to extinguish it with a bucket of salt water.

Inasmuch as Mr. Johnson lives a long way from the elevator, if the fire had broken out after he had left for the night, he would have found on his return in the morning a pile of ashes.

Since the trouble he has gone over all his bearings and rebabbitted them. Several of them were in very bad condition so the scare and warning given him will result in all his bearings having more vigilant care henceforth. How about yours?

### Insurance Notes.

CHICAGO, ILL.—At the meeting of the secretaries of the mutual fire insurance companies at the Hotel La Salle May 15 the increase in the losses came in for discussion. Losses in 1922 were heavier than expected; and only recently has there been an improvement.

SPRINGFIELD, ILL.—H. B. 197, by Mitchell, providing that every insurance company transacting business in this State shall deposit "Illinois securities," approved by the Superintendent of Insurance with the State of Illinois equal in amount to the aggregate reserve required by the laws of the State of its incorporation went to first reading in the House May 18.

SPRINGFIELD, ILL.—In his attack on the proposal to have the state make rates C. J. Doyle, associate counsel of the National Board of Fire Underwriters, said that while more than \$3,500,000 was taken from the insurance companies of Illinois in taxes last year but \$108,000 of that amount was allowed to the state insurance department for supervision of insurance, the original purpose of the tax.

SPRINGFIELD, ILL.—Fifty reciprocal casualty insurance concerns in Illinois are said to have failed, by G. E. Turner, counsel for the Casualty Information Clearing House, in a statement to the senate com'te, arguing for laws that will stop their operations. A system of compensation insurance which would give the state a monopoly on this business was opposed by both Mr. Turner and Mr. Janisch, gen. mgr. of the American Mutual Alliance.

DES MOINES, IA.—The value of grain elevators and contents destroyed by fire caused by defective installation of electric motors, equipment and wiring on which the Western Grain Dealers Mutual Fire Insurance Co. carried insurance during 1922 was \$68,471.82. If all of the wiring had been in conduit, the switches and fuses inclosed in metal cabinets and the motors properly inclosed in standard dust proof and fire resisting rooms practically all of this loss would have been saved to this Company and to its policyholders. The insurance rate is materially less when electric power installation is up to standard than when it is not.

MADISON, WIS.—It is said that the increased workmen's compensation schedule is likely to be passed at this session, the manufacturers and the labor unions having agreed. It increases the award for total permanent disability from 780 weeks to 900 weeks, and the basic figure upon which the compensation shall be based from \$16.00 to \$18.20, thus increasing the maximum award which may be given for permanent disability from \$10,500 to \$16,280. It increases the award under death indemnities to the widow from \$5,200 to \$5,600, and also provides for awards for minor children to be based upon their earning power and age, thus, for a minor child under the age of 15 years, the award may be as high as five-sevenths of the annual wage of the deceased employee provided such award for single child shall not be over \$1,000.

SPRINGFIELD, ILL.—Senate Bill 480, by Barr, introduced May 10 amends section 8 of "An Act to provide for the organization and management of mutual insurance companies other than life, and repealing certain Acts and parts of Acts therein referred to," approved June 29, 1915. Provides that a mutual insurance company dealing in the kinds of insurance described in subsection 1 of section 7 cannot engage in the kinds of insurance described in sections 2, 3, 4, 5, 6 and 7 of section 7, and vice versa, unless such company has cash assets in excess of \$300,000. Subsection 2, 3, 4, 5, 6 and 7 pertain to insurance covering losses by accident, sickness, automobile liability and any liability except life or fire; subsection 1 pertains to insurance covering losses by fire, lightning, hail, tempest, earthquakes, water, etc. It was referred to the com'te on insurance.

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## Tri-State Mutual Grain Dealers' Fire Insurance Company

LUVERNE, MINN.

A Grain Dealers Company writing Fire and Tornado Insurance on the Mutual Plan. We have returned 50% of the Deposit Premium for 20 years. Let us tell you about our Provisional and Short Term Grain Insurance. 100% Protection all the time.

## The "Grain Dealers Mutual"

No. 5.

When the "Grain Dealers Mutual" was organized twenty years ago, it adopted the prevailing rates on elevators. These averaged \$31.00 per \$1,000. Through BETTER CONSTRUCTION — MORE CARE — FEWER FIRES, we have reduced the average cost to \$8.89 per \$1,000, with a further credit of 10% for self inspection reports.

WESTERN  
DEPARTMENT  
300 Keeline Bldg  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis  
Indiana

The Company that has reduced the cost of elevator insurance.



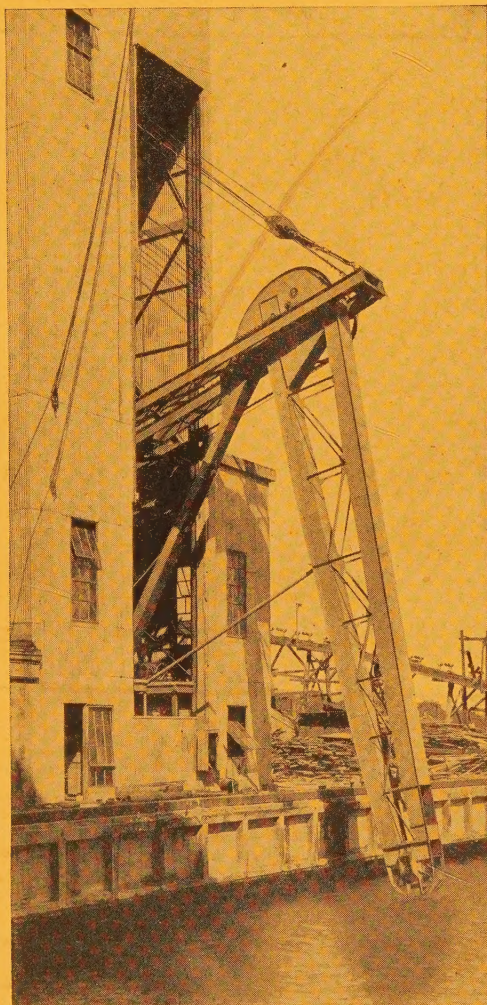


# GRAIN HANDLING EQUIPMENT

*The Machinery With a Reputation*

**For Long Life and Low Maintenance Cost**

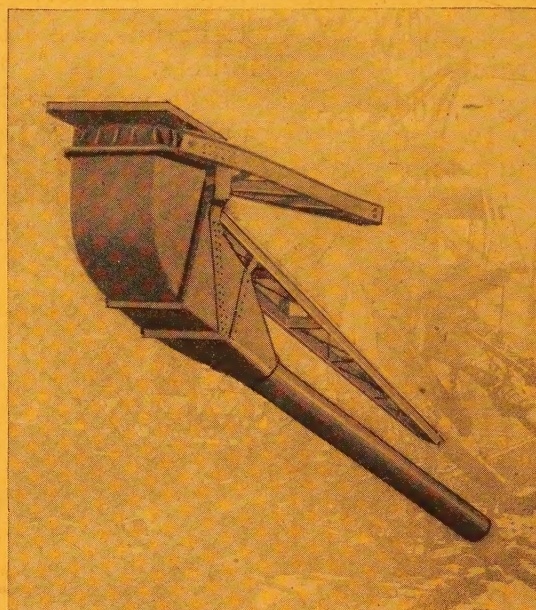
WELLER MADE MACHINERY is made by men who know its application and the conditions under which it is to operate. It proves its merit because Quality is built into it.



WELLER MARINE LEG

We Can Furnish Cross Head and Curtain Type

Before  
Installing  
New  
Equipment  
or  
Making  
Repairs  
Write  
Us for  
Prices

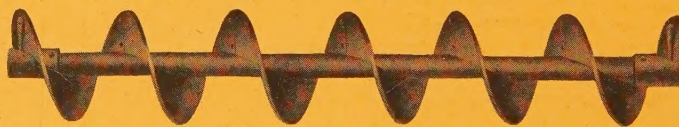


WELLER DOCK SPOUTS

## WE DESIGN AND MAKE

Apron Conveyors	Bucket Elevators
Belt Conveyors	Elevator Buckets
Drag Conveyors	Elevator Boots
Pan Conveyors	Elevator Casing
Mixing Conveyors	Elevator Heads
Spiral Conveyors	Elevator Spouts
Trippers	Chain
Track Hoppers	Grain Cleaners
Power Shovels	Truck Dumps
Power Transmitting Machinery, Etc.	

## WELLER MADE SPIRAL CONVEYORS



Cold Rolled Sectional Steel Flights  
Wear Long                      Easy to Replace Worn Parts

# WELLER MFG. CO.

1820-1856 N. Kostner Ave.

Chicago, Ill.

## SALES OFFICES

New York

Boston

Baltimore

Cleveland

Pittsburgh

Detroit

San Francisco